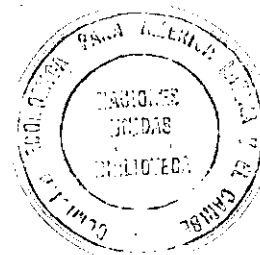


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CARIBBEAN DEVELOPMENT AND CO-OPERATION COMMITTEE



CO-OPERATION AMONG STATE TRADING ORGANIZATIONS
IN THE CARIBBEAN

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The views expressed in this document are those of the author
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CO-OPERATION AMONG STATE TRADING ORGANIZATIONS IN THE CARIBBEAN

INTRODUCTION

This survey of State Organizations (STOs) in the English Speaking Caribbean was conducted over the period 1 May to 30 June, 1988. Most of the data and information were collected through visits to selected STOs in individual territories and interviews conducted with their Chief Executives. These visits and interviews constituted the main method of the research. It also included a desk study which was used as a means of supplementing the information collected through visits and interviews. The desk research included:

- (a) A review of past studies on the subject; and
- (b) A review of published and unpublished information on some STOs particularly in cases where it was not possible for visits and interviews to be made. In these cases the main documents reviewed were annual reports and brochures of specific STOs.

Objectives of the Research

The main objectives of the research are:

- (a) To identify the extent to which STOs in the English speaking Caribbean co-operate among themselves to facilitate trade;
- (b) To determine whether these STOs co-operate in areas that would result in a reduction in some elements of trading costs; and,
- (c) To identify areas for possible co-operation among STOs.

Scope of the Research

To a large extent the research covered the territories of the English-speaking Caribbean. The territories for which direct interviews were conducted included: Antigua; Barbados; Dominica; Grenada; Guyana; Jamaica; St. Vincent; and Trinidad and Tobago.

For purposes of this study a working definition of STOs was adopted. They were defined as state-owned organizations that are engaged in:

- (a) Direct imports and or exports; and
- (b) Export development and promotion.

Accordingly, the STOs covered in the report included a representative sample of the following broad categories of organizations:

- (a) State Trading Corporations and Agencies;
- (b) Marketing Boards;
- (c) Export Trading and Manufacturing Companies;
- (e) Export Development and Promotion Corporations and;
- (f) National Airlines.

Within these STOs, the research focused mainly on import, export and trade promotional activities including descriptions of specific commodities, major trading areas, trading techniques and methods, trade related services and areas of co-operation.

I. SELECTED STOs IN THE CARIBBEAN

Appendix 1 provides a list of the selected STOs together with some relevant details. As discussed above, the STOs covered in the research can be grouped into the categories set out below:

A. State Trading Corporations

Examples of these state trading corporations include the Jamaica Commodity Trading Corporation (JNTC).

The JNTC was established in 1981 and reflected the merger of an existing State Trading Group of Companies. This Group consisted of the Jamaica State Trading Corporation and its subsidiaries - Jamaica Nutrition Holdings Ltd., Jamaica Pharmaceuticals Ltd. and Equipment Supplies Ltd.

The JNTC is the major importer of basic foods, drugs and lumber and is the Government's agent for special bilateral commodity agreements. Since 1982, the JNTC has been engaged in counter-trade or barter agreements. The main commodities traded under these agreements were bauxite, motor vehicles, skimmed milk powder, butter oil and wheat.

Countries with which the JNTC conducts counter-trade include, the United States - both at the level of the US Government and at the level of private corporations such as General Motors Corporation and Chrysler Corporation - and the U.S.S.R.

A major objective of Jamaica's State Trading Corporation starting with the establishment of the Jamaica Nutrition Holding in mid 1970's was to stabilize the supplies and prices, firstly, of basic foods and secondly, of drugs and lumber. In this regard these State Trading Corporations were given monopoly status for those items and by 1984 the JNTC was responsible for over 50 percent of the total imports.

The main items of imports and sources of supply are shown in Table 1.

Table 1Main Food Items Imported by Major Source of Supply (1984)

<u>Items</u>	<u>Value US\$ million</u>	<u>Source of Supply</u>
Wheat	22.2	U.S.A & Canada
Corn	24.4	U.S.A.
Soya Beans	16.8	U.S.A.
Soya Oil	5.3	U.S.A.
Milk Solids	11.6	U.S.A. & France
Biscuit Flour	2.3	U.S.A., France & Canada
Baking Flour	0.8	U.S.A.
Counter Flour	7.3	E.E.C. & U.S.A.
Rice	15.6	U.S.A. & CARICOM
Dried Saltfish	8.4	Canada & Norway
Chicken necks and backs	1.0	U.S.A.
Canned Fish	9.3	Thailand, Canada & Japan
Corn beef	0.6	Brazil; & Argentina
Total	125.6	

Turnover: Approximately J\$700 million in 1984

Source: JCTC Annual Report, 1984.

The Guyana National Trading Corporation (GNTC) came out of the nationalization strategy of the Guyanese Government in early 1970. GNTC was established in 1972 as a subsidiary of the Guyana State Trading Corporation (GUYSAC) - the holding company for a group of companies which was set up to nationalize the importation and distribution of a wide range of capital as well as raw materials and consumer goods. Other members of the Group covered in this study included the Guyana Stores and the Guyana Pharmaceutical Corporation.

GNTC imports and distributes a wide range of goods and services including fertilizers, hardware supplies, cement, salt, spare parts, gas cylinders, sports goods, books and stationary. The main mandate of GNTC was to ensure procurement and supply of goods and services to satisfy the requirements of the community and industry at the least possible cost while generating a surplus.

Importation is carried out through such trading arrangements as direct negotiations and counter-trading. The leading supply

sources for GNTC imports were reported to be the United States and Cuba.

B. Marketing Boards

Examples of marketing boards include, the Guyana Export Marketing Board, formerly the Guyana Rice Board, the Barbados Marketing Corporation, the St. Vincent Marketing Cooperative, formerly the St. Vincent Marketing Board, the Dominica Export-Import Agency, formerly the Dominica Marketing Board and the National Import Board of Grenada. They also include traditional commodity boards such as the Cocoa and Coffee Industry Boards in Jamaica and in Trinidad and Tobago. Included also are specialized marketing companies such as WINBAN, the Jamaica Marketing Company (JAMCO) and the Bauxite Trading Company (BATCO) in Jamaica.

Unlike the State Trading Corporation which are relatively young in the region and were set up to deal mainly in imports, the marketing boards are very old marketing organizations dealing mainly in traditional export commodities. The Guyana Rice Board, for instance, was established as early as 1939. Rice had traditionally been an important commodity to the Guyanese economy not only as a significant earner of foreign exchange but as a major source of income for thousands of small producers.

Because of the large number of producers engaged in production, the establishment of a Government Marketing Board was a logical step to handle the marketing of the crop on behalf of the small producers. The same set of circumstances obtained in some other territories, for example, Trinidad and Tobago and Jamaica where coffee and cocoa as well as banana boards (in case of Jamaica) have been in existence for many decades. These commodities have traditionally been among the leading agricultural sub-sectors in terms of foreign exchange earnings. Production however has come largely from numerous small producers.

Examples of a more recent set of marketing boards in the region include, the Barbados Marketing Corporation, the Central Marketing Corporation in Antigua, the St. Vincent Marketing Cooperative and the Dominica Export Import Agency (DEXIA). As a group, the main function of these boards, particularly in their early years of establishment, had been the exportation of fresh agricultural produce. However, a broader objective was the development of domestic agricultural production. For example, the Barbados Marketing Corporation (BMC) was established in 1961 as the instrument to broaden the base of the Barbadian economy through diversification and intensification of agriculture. This strategy was adopted because of the wide fluctuations in revenues from sugar which was having a debilitating effect on the economy.

The BMC presently exports non-traditional agricultural products, mainly to the United Kingdom and the United States. The

main export items include, fish, yams, eddoes, sweet potatoes and hot peppers. Its overseas marketing arrangements include government-to-government deals and sales agents. The Corporation also imports a selected number of agricultural products such as onions, peanuts, chicken necks and backs, mainly from the United States and Holland.

The Central Marketing Corporation (CMC) in Antigua was also established to encourage domestic agricultural production by providing an assured market for local producers. Its main activities presently include exports of non-traditional crops such as pumpkin, cucumber, melons, hot peppers and egg plant. It is also engaged in the importation of a number of food items such as rice, sugar and vegetables as well as agricultural inputs such as chemicals and fertilizers. The CMC exports mainly to the United Kingdom and the United States. The main marketing arrangements include the use of overseas agents and direct sales to the Caribbean Agricultural Trading Company (CATCO), a subregional marketing organization.

The St. Vincent Marketing Cooperative (SVMC) replaced the St. Vincent Marketing Board (SVMB) and was also established against the general background of the economic situation in the entire Commonwealth Caribbean in the 1950s and early 1960s which called for expansion of the various bases of these economies. Hence the SVMB was to launch the attack on agricultural diversification and intensification in that territory.

The SVMC now exports non-traditional crops such as onions, mangoes, carrots and ginger mainly to CARICOM and the United Kingdom. Export marketing arrangements are mainly through direct sales to overseas marketing and shipping companies such as Geest and to the regional marketing company (CATCO).

The SVMC also imports a number of basic food items such as rice, sugar and cooking oil from CARICOM and the United States. The main trading arrangements with respect to these imports have been by tender to local businessmen who have the responsibility for the importation of the selected items.

The Dominica Export-Import Agency (DEXIA) was established in 1986 as a STO replacing two former public sector institutions - the External Trade Bureau (ETB) and the Dominica Agricultural Marketing Board (DAMB). The ETB imported brown sugar and white rice bulk for sale to wholesalers and retailers while a main function of DAMB had been exportation of fresh agricultural produce.

The establishment of DEXIA came out of the Dominican Government's concern about the increasing competition on the international markets as well as the need for Dominica to increase its exports. DEXIA was, therefore, given prime responsibility for

the dynamic development of exports of a wide range of agriculture and agro-based commodities. DEXIA is, therefore, structured to undertake export development activities focusing on the private sector, direct export of non-traditional products and the former import activity of ETB. Its export development programmes include market support, services such as market research, trade fairs and other types of promotion and information dissemination and an enquiry service.

Falling also into the category of commodity boards and as mentioned earlier, is a number of specialized marketing organizations dealing specifically with the marketing of bananas, bauxite and alumina -three of the leading traditional export commodities in the region. These organizations include WINBAN - a subregional organization which handles the export marketing of bananas in the Windward Islands, JAMCO which handles all exports of bananas from Jamaica to the United Kingdom and BATCO which handles the sale of bauxite and alumina from government-owned operations in Jamaica.

The importance of these three commodities to the region is reflected in Table 2.

Table 2
Export of Selected Commodities
from the Caribbean Region - 1983
(US\$ Million)

Countries	Bananas	Bauxite	Alumina
Belize	1.4	---	---
Dominica	11.5	---	---
Grenada	3.3	---	---
Guyana	---	72.9	2.3
Jamaica	5.7	113.7	337.1
St. Vincent	11.7	---	---
Total	33.6	186.6	339.4
World Total	1323.7	833.0	2613.9
Caribbean %	2.5	22.4	13.0

Source: UNCTAD, Handbook of International Commodity statistics, 1985.

In the Windward Islands the marketing arrangements for the sale of bananas is through a United Kingdom-based marketing agent

- Geest Industries Ltd. WINBAN negotiates weekly a green market price for the following week's shipment on behalf of the Group.

In the case of Jamaica, JAMCO, which is a Government owned company, handles all exports to the United Kingdom and is responsible for transport and other marketing services. Ripening and distribution in the United Kingdom is done by two private companies - Jamaica Banana Producers Association, in a Jamaican Company and Fyffes which is a subsidiary of United Brands (U.S.A.).

BATCO is a government-owned trading organization which handles the sale of bauxite and alumina from the Jamaican-owned mining and processing operations. The marketing arrangements include counter-trade transactions mainly with Eastern Bloc countries and long-term contracts for up to ten years with private trading companies.

In Guyana, where the bauxite industry is fully nationalized, the STO handles most of the exports through arrangements of counter-trade and long-term contracts similar to those of BATCO.

C. Export Trading and Manufacturing Companies

Examples of exportation and manufacturing companies include, the Jamaica Export Trading Company, the Trinidad and Tobago Company and the Guyana Pharmaceutical Corporation. This category of STOs is engaged in direct export of non-traditional products and drugs. They were established as primary vehicles for diversifying the economies of these territories through the aggressive marketing of non-traditional export products. In this respect their functions sometimes overlap with the functions of marketing boards. They are, however, more aggressive as marketing organizations and one of their objectives is to demonstrate the feasibility of new and innovative export products and markets.

The Jamaica Export Trading Company (JETCO) was established in 1972 as a subsidiary of the Jamaica National Export Corporation. It was originally conceived as a joint venture partnership between the Jamaica Government and the Private Sector but the Private Sector declined on the grounds that it was too great a risk and the Company was set up as a wholly owned Government Company to engage in export trading. Specifically, it should market the country's non-traditional exports which were then being sold through a variety of government ministries, agencies and small manufacturers.

The primary objectives of JETCO were:

- (a) To minimize Jamaica's net foreign exchange earnings;
- (b) To generate employment; and
- (c) To be self sufficient in its operations.

JETCO now markets a wide range of non-traditional products including garments, straw products, furniture, industrial minerals (such as limestone, gypsum and cement) processed foods, floriculture, citrus and other fresh agricultural produce. The Company's major markets are in Miami, Toronto, New York, London and Western Europe. The structure of export over the period 1981 - 1983 is shown in Table 3.

Table 3

Jamaica Domestic Export - 1981-1983
(US\$ million)

	1981	1982	1983
Total Domestic Exports	960.9	742.7	507.0
Non-traditional Export	153.3	176.7	162.8
Non-traditional %	16.0	23.7	32.0

Source: Statistical Institute of Jamaica.

The above table reflects the growing importance of non-traditional exports to the Jamaican economy. This was particularly pronounced in 1983 with the decline of bauxite and alumina, the leading traditional exports.

The market arrangements of JETCO in overseas markets are largely through a network of agents and distributors.

A fitting counterpart of JETCO in the region is the Trinidad and Tobago Export Trading Company. It was also established as a wholly owned Government Company and as a subsidiary of the Trinidad and Tobago Export Development Corporation. The main objective of this trading company is to develop national capability in new export products and markets. The company should therefore demonstrate the feasibility of new export products and markets.

In 1984 the non-traditional exports of Trinidad and Tobago was less than one percent of total domestic exports valued at approximately TT\$5.5 billion. This gives an indication of the task of diversification facing the country when it established the Trinidad and Tobago Export Development Corporation and its subsidiary the Trinidad and Tobago Export Trading Company in that year.

D. Export Development Corporations

Some examples of STOs in this category are the Barbados Export Development Corporation, the Jamaica National Export Corporation and the Trinidad and Tobago Export Development and Promotion Corporation. These corporations are largely concerned with export development and promotion.

The establishment of export development and promotion corporations in the region between the late -1960s and early -1980s reflected a common regional policy to aggressively diversify the individual economies as can be seen from the similarity of objectives and programmes of these organizations.

The Jamaica National Export Corporation (JNEC) was established in 1969 by the Jamaican Government and was charged with the following responsibilities:

- (a) To make recommendations to the Minister, as it considers appropriate, regarding the adoption by Government of measures to stimulate the export trade of the island;
- (b) To give effect to written directions from the Minister for the implementation of measures to stimulate the export trade of the island;
- (c) To engage in exports of specified products if so directed by the Minister in writing to such an extent and subject to such conditions as the Minister may specify.

In carrying out its mandate, the JNEC performs a wide range of activities. These include, export promotion of Jamaican products, market research, training and consultancy services, the sponsoring and mounting of trade fairs and trade missions, the compilation and issuing of journals, bulletins and other publications. In addition the JNEC is the holding company for two export marketing subsidiaries - JAMCO and JETCO.

The Trinidad and Tobago Export Development Corporation is a close replica of JNEC. Established in 1984 by the Trinidad and Tobago Government, it has the overall responsibility for the development of exports of the nation. Accordingly, the corporation is engaged in a wide range of export promotion and export development activities which include product analysis, desk market research, trade information, market selection, certification and field research. The Corporation also provides incentives for export which include market development grants, tax deductible promotional expenses, and export allowances. Additionally, the Corporation is the holding Company for two export development companies, the Trinidad and Tobago Export Credit Insurance Company Ltd. and the Trinidad and Tobago Export Trading Company.

The Barbados Export Promotion Corporation (BEPC) is yet another institution set up by the Barbadian Government to assist in the diversification of the Barbadian economy. In this respect it complements the Barbados Marketing Corporation discussed under Commodity Boards above. The stated objective of the BEPC is "to encourage actual and potential exporters to expand existing overseas markets and to expand and develop new ones".

Unlike its counterparts in Jamaica and Trinidad and Tobago, the JNEC and the Trinidad and Tobago Export Promotion Corporation, BEPC does not participate in direct trading through subsidiary companies but concentrates its resources in providing services to the private sector exporters. Accordingly, it promotes exports by providing a wide range of services and advice to exporters.

The main areas covered included documentation and packaging, sales prospects for products, costing and pricing, production, quality control, design and the identification of importers, distributors and sales representatives in overseas markets.

The Corporation's major programmes include market research, trade information centre/service, publication of information, trade bulletins, overseas meetings, export grants and incentives schemes.

E. National Airlines and Regional Airlines

These include British West Indian Airways (BWIA), Guyana Airways, Air Jamaica and LIAT.

BWIA, Guyana Airways and Air Jamaica are wholly owned by their respective Governments. All three Airlines provide international passenger services while BWIA and Air Guyana provide regional passenger services as well. Limited cargo service is also provided by these airlines.

LIAT is a subregional airline providing regular passenger and cargo services mainly between the Eastern Caribbean States. Trinidad and Tobago, Barbados and Guyana. It was established in 1974 by CARICOM countries, the Bahamas and Belize excluded.

With the regional thrust in economic diversification, air transport of cargo has become a critical element in the diversification strategy. This diversification has reflected the development of high value non-traditional exports such as garments, processed foods, manufactured goods, horticultural products, fresh agricultural produce and other high technology manufactured or semi-manufactured goods. The feasibility of these industries rests heavily on efficient air transport.

The importance of air transport to the region is shown in Table 4 which reflects the structure of trade by air between Caribbean territories and the United States.

Table 4
INTERNATIONAL TRADE BY AIR BETWEEN SELECTED
CARIBBEAN TERRITORIES AND THE UNITED STATES
IN 1984 a/

STATE/TERRITORY	EXPORTS			IMPORTS		
	TOTAL VALUE (000's)	AIR VALUE (000\$)	AIR % OF TOTAL b/	TOTAL VALUE (000's)	AIR VALUE (000\$)	AIR % OF TOTAL
BAHAMAS	1172513.0	64428.5	5.5 (44.5)	546466.9	60714.0	11.1
BARBADOS	253463.0	228606.3	90.2	233267.8	129898.3	55.7
BERMUDA	7660.9	4175.1	54.5	216320.0	3494.2	34.0
CAYMAN ISLANDS	6210.6	576.2	9.3 (10.0)	75407.3	11072.3	14.7
JAMAICA	376564.3	28561.6	7.6 (7.7)	488886.1	57625.9	11.8
LEEWARD & WINWARD IS.	45043.9	28650.1	63.6	202702.0	43283.3	21.4
TRINIDAD & TOBAGO	1360151.0	9296.5	0.7 (5.0)	587976.9	120673.8	20.5
TURKS & CAICOS ISLANDS	3935.1	3553.3	90.3	15097.7	1072.4	7.1
TOTAL	3225542.0	367845.6	11.4	2366125.0	427834.2	18
Source:	U.S. Department of Commerce, 1984.					
Notes:	a/	Imports to States in the region, exports from States in the region.				
	b/	Figures in parentheses show air freight as a proportion of total exports less petroleum products.				

The Table 4 shows that air transport accounts for between 5.5 percent of total trade (in the case of the Bahamas) to 90.3 percent of such trade in the Turks and Caicos Islands by petroleum products are excluded. It also shows that in terms of value of total export for the territories as a whole air transport accounts for 11.4 percent and a 18.0 percent in the case of imports.

Available data on the cargo service of one of the larger national airlines - Air Jamaica - shows a growing trend in its cargo carriage. This comes mainly from materials for data processing and 807 garment manufacture, that is, pre-cut garments shipped to Jamaica for stitching and returning to the United States. Horticultural products are also significant items of cargo for the airline. Over the two year period, 1985/1986 - 1986/1987, the airline carried a total of approximately 52 million pounds of export cargo from Jamaica to North America. Gross cargo revenues for the 1986/87 fiscal year amounted to J\$52 million or approximately 6.6 percent of the total revenues of this airline.

II. COOPERATION AMONG STOs

The objectives and modes of operation in the individual category of STOs discussed in section I above are very similar. In the case of the State Trading Corporations such as the Jamaica Commodity Trading Company and the Guyana National Trading Corporation they are import-oriented and were established as part of the strategy of the respective Governments to have greater control over imports generally and of basic commodities such as food and drugs in particular. More importantly, their main objectives were to stabilize the supply and prices of these commodities.

STOs in this category have, to a large extent employed the same trading arrangements and have purchased the same items from essentially the same sources.

On the export side, the trading activities of commodities boards and of the export trading and manufacturing companies are, in many instances, duplicated throughout the region. Indeed, commodities, markets, transportation and trading arrangements are for the most part similar or identical. Tables 5 and 6 show some of the similarities among selected STOs in terms of trade patterns.

This similarity of objectives and modes of operation observed for the two categories of STOs discussed in the following tables also obtains for the Export Development Corporation category as these STOs seek to promote largely the same non-traditional exports in the same market place and to encourage the development of these products locally.

The situation that obtains for STOs in the Airlines category is no exception to the observations in respect of the other categories of STOs discussed below.

The similarities among STOs in the various categories do provide a good basis for the pursuance of cooperation among them. Furthermore, the STOs provide the rudiments of the institutional framework in which Caribbean governments could cooperate to obtain a greater share of the benefits of Caribbean trade. Indeed, much of the benefits from trade lie not in the sale of the commodities but in the transportation, handling, processing and marketing.

Table 5EXPORTS OF SELECTED COMMODITIES BY
STO AND MAJOR EXPORT MARKETS

<u>Commodities</u>	<u>Country</u>	<u>STO</u>	<u>Markets</u>
Mangoes	St. Vincent	SVMC	United States
	Jamaica	JETCO	United States
Pumpkin	Antigua	CMC	United Kingdom United States
	Jamaica	JETCO	United States United Kingdom
	Jamaica	JETCO	United States United Kingdom
Sweet Potatoes	Barbados	BMC	United Kingdom United States
	Jamaica	JETCO	United Kingdom United States
Yams	Barbados	BMC	United Kingdom United States
	Jamaica	JETCO	United States United Kingdom
Hot Peppers	Jamaica	JETCO	United States United Kingdom
	Barbados	BMC	United Kingdom United States Canada
Onions	St. Vincent	SVMC	United Kingdom
Ginger	St. Vincent	SVMC	United Kingdom
	Jamaica	JETCO	United Kingdom United States
Rice	Guyana	GEMB	CARICOM Europe
Carrots	St. Vincent	SVMC	CARICOM

-
- a. SVMC - St. Vincent Marketing Cooperative
 - b. BMC - Barbados Marketing Corporation
 - c. JETCO - Jamaica Export Trading Company
 - d. GEMB - Guyana Export Marketing Board
 - e. CMC - Central Marketing Corporation

Table 6IMPORTS OF SELECTED COMMODITIES BY
STO AND MAJOR SOURCE OF SUPPLY

<u>Commodities</u>	<u>Country</u>	<u>STO</u>	<u>Markets</u>
Rice	Jamaica	JCTC	United States Italy Guyana
	St. Vincent	SVMC	United States Guyana
Onions	Barbados	BMC	Holland United States
	Antigua	CMC	United States Netherlands
Chicken Necks & Backs	Barbados	BMC	United States
	Jamaica	JCTC	United States
Sugar	St. Vincent	SVMC	United States CARICOM
Cooking Oil	St. Vincent	SVMC	United States
Tomatoes	Antigua	CMC	United States
Carrots	Antigua	CMC	United States

Source: Selected STOs Annual Reports

The annual values of trade by Caribbean territory underlines its importance to the region as a whole. Tables 1-6 in Appendix 11 show the total values of imports and exports for 18 territories over the ten year period 1975 - 1985. The level of dependence of Caribbean territories on trade is also reflected in the ratios imports and exports to GDP, which are displayed in Table 7 and Table 8 below.

Table 7EXPORT AS A PERCENTAGE OF GDP

	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1982</u>
BARBADOS	71	60	61	70
DOMINICA	21	19	31	n.a.
GRENADA	44	40	36	n.a.
GUYANA	69	66	56	51
JAMAICA	51	47	38	40
ST. LUCIA	77	64	62	66
ST. VINCENT	66	66	63	68
TRINIDAD AND TOBAGO	49	45	36	n.a.

Source: IMF International Financial Statistics: Yearbook 1985.

Table 8IMPORT AS A PERCENTAGE OF GDP

	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
BARBADOS	80	72	63	71
DOMINICA	94	75	68	n.a.
GRENADA	72	73	77	n.a.
GUYANA	81	86	72	67
JAMAICA	53	58	51	53
ST. LUCIA	116	109	95	84
ST. VINCENT	108	90	90	90
TRINIDAD AND TOBAGO	38	36	46	n.a.

Source: IMF International Financial Statistics: Yearbook 1985.

Notwithstanding the importance of trade to the region as a whole, as well as the volume of trade generated in the region, the research found that Caribbean Governments have participated only marginally in the areas of transportation and marketing. The research also found that the matter of cooperation among the territories to allow for greater participation in trade has been a topic of regional discussions and research for quite some time. Specific areas that have been identified as offering opportunities for cooperation among STO are set out below.

A. Shipping

The bulk of Caribbean imports and exports is handled by shipping companies of the developed economies in North America and Europe - the major trading areas of the Caribbean.

The West Indies Shipping Corporation (WISCO) reflects only a modest attempt by Caribbean Governments to participate in the transportation of the trade flows of the region. WISCO is a regional shipping line jointly owned by twelve Caribbean Governments. It provides regular shipping services between the territories of the region and between these territories and in the United States. WISCO operates only in the short-sea segment of Caribbean trade flows, that is between the territories and North and South America. It is estimated that the short-sea segment accounts for 50 percent of total trade flows of the region. The remaining 50 percent is controlled by deep-sea liners and bulk cargo carriers. Yet, WISCO, the only Caribbean-owned shipping line, competes with some 32 other shipping lines operating in the short-sea sub-sector. A list of short-sea lines is shown in Appendix 111. In terms of percentage share in the transportation of general cargoes, it is estimated that WISCO accounts for less than five percent.

Apart from ship ownership in the liner segment in which the territories of the region could further cooperate, other areas have also been identified. These include joint operation of container terminals, storage depots and transshipment services. For the bulk trade segment, opportunities also exist for establishing joint ventures for specialized carriers. For example, Jamaica and Guyana, which generate the largest volumes of bulk cargo through their bauxite industries could initiate this area of cooperation through their respective STOs in bauxite and alumina. The joint purchase of charter tugs as part of short-sea service in the Caribbean has also been identified as offering potential for cooperation in the shipping industry.

Port Authorities which are linkage organizations to the STOs also offer opportunities for cooperation. These authorities could cooperate in introducing mechanisms to harmonize rates to shipping lines and rationalize the use of their existing facilities. Other areas so far identified for cooperation, either directly among STO's or indirectly through linkage organizations are:

- (a) Joint freight study units;
- (b) Coordination of conduct, adjustment of services through international shippers councils, International Shipowners Association and liner conferences;
- (c) Exchange of inputs through equipment exchange agreement and space chartering agreements; and

(d) Exchange or partly collective performance of tasks through joint crewing schemes, joint financing schemes and pools.

B. Joint Purchase

The research found no evidence of STOs in the region cooperating in joint purchasing of goods from third countries. However, this is an area with considerable potential for economic cooperation between STOs.

The pattern of trade in the region is characterised by fragmentation of imports and exports. The volumes of liner cargoes generated by individual territories are usually small and need to be organised on a regional or sub-regional basis. On the import side, buying in small quantities results in higher costs as the purchaser will have to forego such gains as volume discounts and freight reduction. Grouping of import requirements of basic commodities such as food and drugs is likely to result in lower and more stable prices to consumers one of the primary objectives of importing STOs.

On the other hand, large volume purchases of agricultural inputs such as seeds, fertilizers, chemicals and agricultural equipment will result in lower production cost of agricultural commodities and hence place the exporting STOs such as the commodity board and export trading and manufacturing companies in a more competitive position on the export markets.

There are some practical difficulties that have constrained cooperation in joint purchase so far. These include, differences in size of individual territories, distances between some of these territories, differences in volume of imports, exports and trading practices. However, the importing STOs such as airlines, petroleum companies, the JCTC and the GNTC as well as the exporting STOs such as JETCO, the Trinidad and Tobago Trading Company, BMC and those in the Eastern Caribbean discussed above could cooperate in joint purchase through the formation of inter-state trading organizations to gain mutual benefits from joint purchase arrangements.

C. Marketing services

Provision of marketing services in overseas markets to obtain a share of the profits from marketing and distribution is yet another potential area for cooperation among STOs in the region. As discussed earlier the bulk of the regions exports is marketed through overseas marketing agents. State-owned bauxite and alumina from Guyana and Jamaica, for example, are contracted to two private marketing firms for distribution worldwide. Similarly, bananas in the Windward Islands are sold exclusively to a United Kingdom based firm, Geest Industries Ltd., which ships, ripens and distributes the product in the United Kingdom. In the case of Jamaica however,

the STO JAMCO, shares but a small portion of the marketing of bananas as two private firms (one United States based) ripens and distributes the crop in the United Kingdom.

Since individually these STOs will have difficulty into finding the resources to establish marketing services in the consuming countries for their exports, it seems logical that they should pursue cooperation among themselves in the provision of these services overseas. The establishment of the Caribbean Agricultural Trading Company (CATCO) as a subsidiary of the Caribbean Food Corporation is perhaps a start in this direction. CATCO was established in 1982 as a partnership with a major private sector distributing company - Grace Kennedy Jamaica Ltd. and other regional private sector companies (CFC) holding 51 percent majority shares. The prime purpose of CATCO is to upgrade the food crop marketing function particularly in Eastern Caribbean States.

D. Trade information and export promotion

The research found significant levels of cooperation among those STOs falling in the export development category, mainly in the areas of trade information and export development activities.

1. Trade information

Information on supplies, prices, volume and timing of production as well as product quality could be shared in a cooperative arrangement between and among the state trading corporations in the region.

Such sharing of information would permit considerable savings not only in the individual costs associated with the collection of this type of data, but also in time. Furthermore, where the method of import is through direct negotiations with suppliers, the information on prices and quality of products that would be universal to regional importers could assist individual state trading corporations in their negotiations with overseas suppliers.

Similarly, the sharing of information among the marketing boards in respect of conditions at the procurement centres or at the market place overseas was cited as an area to be pursued for cooperation. For example, these marketing boards could share the experiences they encountered with overseas buyers thus alerting other marketing boards to bad buyers. This would assist in reducing the incidence of non-payments by delinquent buyers. Additionally, information on demand and supply conditions, competition from other territories as well as on distribution channels, marketing infrastructure and statutory requirements could be obtained more cost-effectively if shared by marketing boards.

However, cooperation among STOs in the sharing of trade information was found to be still quite limited. Some export

development corporations, for example, the Trinidad and Tobago Export Development Corporation and the Jamaica National Export Corporation have developed extensive electronic and print data bases on trade information which they are willing to make available to other STOs in the region. The Trinidad and Tobago Trade Centre, for example, covers a comprehensive range of foreign and local trade information which is available on a cost recovery basis to interested parties. It maintains a bibliographical database which enables users to source all information available in the Corporation whether it be on disk, tape, print or available through database searchers.

Data provided by the Centre include, year-to-date statistics on Trinidad and Tobago domestic export including exports by country, product sector and product division profile, ranking of exporters and ranking of products. The Centre can provide on request import and export statistics as well as other trade related statistics on foreign countries. The Centre also has on-line access to over 500 databases located in United States, Canada and Europe. These databases provide essential and updated information for selling products abroad. The broad subject areas covered include, industry and markets, company profiles, management and marketing economics and business, media and consumer, agriculture and food markets, trade statistics and world prices.

2. Trade fairs and expositions

The Export Development and Promotion Corporations have been cooperating in the mounting of trade fairs and expositions, joint expositions and regional participation in trade fairs are now popular ways in which these Corporations cooperate both in the region and in third countries.

In these promotional activities each territory will pass on contracts and leads to other territories producing specific commodities. This has assisted greatly in promoting a territory's product and in actually finding and establishing markets. In a more formal way the CARICOM secretariat is now being used to distribute enquiries of potential foreign buyers among the territories.

3. Special publications

The Jamaica National Export Corporation has developed a Security Manual on Export which it has circulated throughout the region. This manual deals extensively with the problems exporters face with concealment of drugs in export cargoes and the consequences to their export business. It provides guidelines to exporters for detecting and protecting their cargo against these illegal acts. The development and publication of this manual has been timely and reflects a valuable aspect of cooperation between the state trading organizations in the region.

4. Trading

Trading is another area in which the STOs in this category have been cooperating. For example the Trinidad and Tobago Export Development Corporation is willing to share its computerised data base system on trade information with other territories and to provide the necessary training in its development and use.

The Jamaica National Export Corporation also has a regular training programme for exporters. Training is conducted in various aspects of the export trade. This facility is opened to other STOs in the region, and the Corporation has from time to time received requests for this service.

5. Other systems and facilities development

The more experienced Export Development and Promotion Corporation have also assisted younger ones by providing guidance and information in the development of specific systems and infrastructure for export development and promotion. A specific example in this regard is the case where the Jamaica National Export Corporation assisted the Trinidad and Tobago Export Development Corporation in the establishment of export processing zones in that territory under the 807 Garment Programme.

6. Common external tariffs

The STOs in this category have also cooperated in other trade related matters such as the setting of a common external tariff on imports from outside the region.

With the exception of the matter of common external tariff, cooperation among STOs in this category has been largely informal and is carried out through informal systems of communication and contacts at the level of the Chief Executives. In the words of one Chief Executive, "we have very good rapport particularly in trade fairs overseas".

E. Air transport

As mentioned previously air transport plays a critical role in the diversification of Caribbean economies not only in the development of the Tourist Industry but also in the movement of non-traditional cargo. However, the existing national and subregional airlines do not offer full cargo services and there is the general complaint, particularly in the larger territories, of inadequate and unreliable air cargo services. At the same time, the individual Airlines contend that the volume of cargo business is inadequate to support a full cargo service.

However, with diversification being aggressively pursued as a regional strategy, it is likely that demand for air cargo

services will continue to grow, that unless the services are provided, it will become increasingly difficult for exporters to export their products and this could frustrate export development efforts.

In these circumstances the regional and subregional airlines could examine the possibility of cooperating as joint operators of full air cargo services in the region.

III. SUMMARY OF MAJOR FINDINGS AND CONCLUSIONS

1. State-owned organizations which are involved in direct external trade exist in most of the English-speaking Caribbean territories.

2. There is also a number of export development and promotion entities. These are found mostly in the more developed territories; Barbados, Guyana, Jamaica, and Trinidad and Tobago but are also found in some of the Less-Developed Countries (LDCs).

3. These STOs exist in a number of organizational forms.

They include:

- (a) Marketing Boards which, traditionally, have been involved in the purchase of small farmers produce and more recently the export of these as non-traditional agricultural crops;
- (b) Commodity Boards which are involved solely in the export of traditional export crops such as coffee, cocoa, sugar, banana and spices;
- (c) National State Trading Corporations and Export Trading Companies. The State Trading Corporations have been engaged in the importation of basic foods but are diversifying into drugs, raw materials and capital goods. The Export Trading Companies are export-oriented, exporting mainly non-traditional agricultural crops, craft, drugs and other manufactured items. These two categories of STOs are relatively young to the region, having been established only within the last decade. The final organizational form of STO in the region is the Export Development and Promotion Corporation. These entities are not involved in direct trading but they facilitate trade through export developmental and promotional activities. Again, this group has been active in the region only within the last ten years.

4. There is little or no variation in the organization forms of STOs between territories each territory having more or less the same type of organizations.

5. The more recent STOs such as the National State Trading Corporations, the Export Trading Companies and Export Development and Promotion Corporations were established in response to balance of payments crises which individual territories faced during the 1970s. National State Trading Corporations were expected to assist in maximising the use of scarce foreign exchange by limiting the practice of double invoicing and other illegal practices of the private sector. It was also envisaged that they would effect

economies of scale in purchasing and hence make basic commodities available at reasonable prices to consumers. The Export Trading, Development and Promotion Companies and Corporations on the other hand, were expected to lift the levels of export to compensate for the fall-out in traditional export and the rising prices of imports. More importantly they were established as the instruments of a regional strategy for diversifying the economic bases of individual territories through the aggressive development of non-traditional export.

6. Economic Cooperation among STO will permit more cost-effective approaches to achieving their objectives as well to enable Caribbean territories to enjoy a greater share in the benefits of the international trade which they generate.

7. STOs provide the rudiments of the institutional framework for effective regional cooperation in trade with major third country trading partners.

8. Although tremendous opportunities exist for economic cooperation among STOs in the region, the existing levels of cooperation are clearly far below potential. Some specific areas for potential cooperation include, shipping, air cargo transport, overseas marketing, joint purchasing, export promotion, training and trade information.

9. Regional cooperation presently exists in some areas but only marginally so in most of these cases. Such cooperation exists, for example, in the area of shipping through the West Indies Shipping Corporation (WISCO) and in the area of marketing through the Caribbean Agricultural Trading Company (CATCO). More significant levels of cooperation were found in the area of export promotion in such activities as trade fairs, expos and trade information.

10. Various reasons have been cited for the lack of broader cooperation among the STOs in the region. They include, lack of communication systems between STOs, lack of interest at the level of regional Government and also at the levels of the STOs, peculiarities of individual STOs in terms of trading practices and competitive rather than cooperative attitudes of some STOs.

11. The need for cooperation appears to be more pressing in the smaller states than in the larger ones. Interests in cooperation however were expressed in both the small and large territories.

IV. RECOMMENDATIONS

1. Regional Governments through their State Trading Corporations such as the JCTC, GNTC and other importing STOs in the Eastern Caribbean should examine the feasibility of establishing a multinational joint venture trading organization with the specific objective of carrying out joint purchasing of leading import items such as food, petroleum products, agro-based raw materials and agricultural inputs.

2. Regional Governments through their STOs such as Commodity Boards, Export Trading and Manufacturing Companies and the specialised Marketing Corporations for alumina, bauxite and bananas should investigate the feasibility of joint investments in marketing services in overseas markets. This should apply not only to bauxite, alumina and banana but also to other primary commodities such as sugar and spices as well as to select non-traditional agricultural, agro-based and manufactured products, such marketing services could include, for example, the setting up of Caribbean based marketing agents, and the provision of handling, storing and distribution infrastructure in overseas market places.

3. In the area of shipping, it is recommended that Caribbean Governments through their STOs pursue further participation in the liner and bulk shipping trades beyond that which now exists with the West Indies Shipping Corporation. Specific projects for which the feasibility should be examined include, joint operation of container terminals, storage depots transshipment services, joint purchase of charter tugs for operation in the sort-sea-sub-sector and in the case of bulk shipping the establishment of joint ventures for specialised carriers. This latter project could be initiated by the Bauxite and Alumina STOs in Guyana and Jamaica.

4. In the area of Air Cargo Services it is recommended that the national and subregional airlines in the Caribbean region examine the feasibility of joint ownership and operation of full cargo services to increase the existing capacities and to meet projected demand for these services. These cargo services should be specifically designed for the transportation of non-traditional products from the region.

5. STOs in the Eastern Caribbean should take steps to make use of existing databases on trade information and related services now available in STOs in the larger territories, for example, Trinidad and Tobago and Jamaica. A formal system of communication and information should be put in place. The CARTIS project which is a Caribbean Trade Information System being coordinated by the CARICOM secretariat, is perhaps a good start in this direction.

Annex I

SELECTED STATE TRADING ORGANIZATIONS BY COUNTRY

The main STOs covered in the research are described and listed by country as follows:

JAMAICA

Name: Jamaica Commodity Trading Company Ltd

Address: 8 Ocean Boulevard, Kingston, Jamaica
Telephone (809)92-20791-9

Years Established: 1981 (formerly the Jamaica State Trading Corporation and Jamaica Nutrition Holdings established in the mid 1970s)

Main Activities: Importers of basic foods, animal feed, raw materials, drugs, lumber, motor vehicles and items under barter and counter trade arrangements (bauxite, alumina and motor vehicle, skimmed milk powder and butter oil).

Name: The Jamaica National Export Corporation (JNEC)

Address: 8 Waterloo Road, Kingston 10, Jamaica
Telephone (809)92-61680
Telex 2124

Main Objective: To promote exports

Year established: 1969

Main Activities: Export promotion through Trade missions, market research, market intelligence, marketing assistance to exporters, co-ordination of over-seas business trips and Trade Fairs and Training.

Name: Jamaica Export Trading Company
(a subsidiary of JNEC)

Address: 8 WATERLOO road, Kingston, Jamaica
Telephone (809)92-61680

Telex

Year Established: 1977 as a subsidiary of JNEC

Main Objectives: Maximising Jamaica Net foreign exchange earnings.

Main Activities: Export trading in non-traditional products. The main items of trade include, spices, fresh fruits and vegetables, handicrafts, pimento, citrus, garments, processed foods and industrial minerals.

Major Export Markets: Miami, New York, Toronto, London, Europe

Method of Export: Government to Government deals and direct negotiations.

Turnover: Approximately J\$500,000 IN 1978

GUYANA

Name: Guyana National Trading Corporation Ltd

Address: Access Road, Georgetown, Guyana

Year Established: 1972

Main Objectives: To ensure procurement and supply of goods and services to satisfy the requirements of the community and industry at the least possible cost whilst generating a surplus.

Main Activities: Importers and distributors of a wide range of goods and services including, fertilizers, hardware, supplies, books, stationary, sporting goods salts, gas cylinders, cement and spare parts.

Major Sources of Supply: U.S.A. and Cuba

Trading Methods: Direct negotiations, counter trade.

Turnover: G\$113.93 MILLION IN 1986

Name: Guyana Export Marketing Board
Address: Water Street, George Town, Guyana
 Telephone 59453
 Telex 2266 GY
Year Established: 1983 (as the Guyana Rice Board)
Main Activities: Export of Rice
Major Markets: CARICOM, Europe
Method of Export: Government to Government deals,
 direct negotiations
Turn-over: US\$34,000

Foreign-based branch Office:

Name: Lafayette & Company Ltd
Address: Castries, St. Lucia
 Telephone 26647

Name: Guyana Store Ltd.
Address: Access Road, George Town, Guyana
Year Established: 1976
Main Activities: a. Importers and retail distributors of
 capital, and consumer goods such as
 tractors, motor vehicles, tyres,
 spare parts, electrical wires and
 fittings, coffee, tea and powdered
 milk.
Major Sources of Supply: German Democratic Republic, CARICOM,
 U.S.A.
Trading Methods: Counter trade, direct negotiation &
 tenders
 b. Exporters of balata
Turn-over: G\$321.9 million (1987)

Name: Guyana Pharmaceutical Corporation

Address: Industrial Estate, George Town, Guyana

Year Established: 1950s (nationalized in 1972 under Guyana State Trading Corporation).

Trading Activities: Manufacturers and exporters of a wide range of pharmaceutical products and cosmetics. Popular brands include, Ferrol compound, Radways Ready Relief and Canadian Healing Oil.

Major of Export: Sales agents in overseas markets.

BARBADOS

Name: Barbados Export Promotion Corporation

Address: Pelican Industrial Park, St. Michael Barbados, W.I.
Telephone (809)427-5752
Telex 392:2486

Objectives: To encourage actual and potential exporters to expand existing overseas markets and enter and develop new ones.

Main Activities: Export Promotion through the provision of a wide range of services and advice to exporters. The areas covered include: documentation and packaging, sales prospect for products costing and pricing, production, quality control, design; and the identification of importers, distributors and sales representatives in overseas markets.

In order to provide these services the Corporation is engaged in a number of programmes. These include, Market Research, Trade Information Centre/Service, Trade Statistics, publication of an information bulletin, overseas meetings, translation services and a Export Grant and Incentive Scheme.

Name: Barbados Marketing Corporation

Address: Princes Alice Highway
P.O. Box 703C
Bridgetown
Barbados
Telephone 63886

Year Established: 1961

Main Activities; a. Exporters of non-traditional agricultural products. Main export items include sweet potatoes, yams, eddoes, fish and hot peppers.

b. Importers of selected agricultural products such as onions, peanuts and chicken backs and necks.

Major Export Markets: United Kingdom & U.S.A.

Methods of Exports: Government to Government deals and overseas sales agent.

Major sources of supply: Holland and U.S.A.

TRINIDAD

Name: Trinidad and Tobago Export Development Corporation.

Address: Export House
P.O. Box 582
17 Richmond Street
Port of Spain, Trinidad
Telephone (809) 603-6022/3
Telex 22646 Export W.G.

Year Established: 1984

Main Objectives: To assist all exporters in determining and developing their markets.

Main Activities: Marketing advice to exporters, provision of trade information, certification for CARICOM and CARIBCAN trade, market development, grants and direct marketing support.

Name: Trinidad and Tobago Export Trading Company Ltd.

Address: Export House
17 Richmond St.
Port of Spain
Trinidad
Telephone (809) 623-6022
Telex 22646

Main Objective: To develop through actual trading national capability in new export products and markets.

Main Activities: Exporters of handicrafts and other non-traditional products. In this export activity the organization demonstrates the feasibility of new and innovative export products and markets.

Eastern Caribbean States

Name: Dominica Export-Import Agency

Address: Liang Lane
P.O. Box 173
Roseau
Dominica W.I.

Year Established: 1986 (replaced the Dominica Marketing Board which was established in 1966)

Main Activities: a. Export Promotion through programmes which include, provision of trade information, credit insurance scheme and marketing support to exporters.

b. Importers of two basic food items - rice and sugar.

Name: St. Vincent Marketing Cooperative

Address: Kingstown
St. Vincent

Main Objective:

- a. Importers of basic food items.
Main items include rice, sugar and cooking oil.
- b. Exporters of non-traditional agricultural crops. Main items include, onions, mangoes and ginger.

Main Sources of Supply: CARICOM, U.S.A.

Methods of Imports: By tender to local businessmen.

Main Export Market: U.K.

Methods of Export: Overseas Marketing and Shipping Company operating in the Caribbean.

Name: Central Marketing Corporation

Address: St. Johns, Antigua

Main Activities:

- a. Importers of agricultural products.
Main items include, tomatoes, onions, cabbages, carrots, apples, rice, sugar and fertilizers.
- b. Exporters of non-traditional crops.
Main items include, pumpkins, cucumbers, hot peppers, melons and eggplant.

Major Sources of Supply: Santo Domingo, Puerto Rico, U.S.A.

Main Export Markets: U.K., U.S.A.

Methods of Export:

- i. Caribbean Marketing Company located in Barbados (Caribbean Agricultural Trading Company).
- ii. Overseas agents.

Annex II

IMPORTS AND EXPORT STATISTICS
BY SELECTED TERRITORIES

APPENDIX I

IMPORTS OF PRIMARY COMMODITIES BY
SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	13.5	11.1	13.6	14.2	23.4	19.1	19.0	19.7	21.0	157.2
BAHAMAS	76.8	69.2	72.9	102.4	119.5	119.5	113.3	157.8	163.2	111.7
BARBADOS	59.8	70.6	81.8	93.1	109.8	117.3	108.4	101.5	109.6	34.2
BELIZE	24.7	20.6	28.3	36.8	37.9	41.8	33.2	26.6	32.1	75.5
BERMUDA	42.8	46.6	54.1	58.7	66.6	74.1	72.3	77.9	83.9	4.1
BRITISH VIRGIN ISLANDS	5.0	5.0	5.5	4.5	4.5	4.0	4.3	4.9	6.3	6.4
CAYMAN ISLANDS	0.3	...	...	0.2	17.6	18.3	5.1	5.8	7.0	13.0
DOMINICA	7.9	8.3	10.0	7.4	12.9	16.1	12.9	13.2	14.5	14.0
GRENADA	49.9	42.9	49.4	55.5	54.5	67.6	38.6	35.7	33.9	259.8
JAMAICA	258.9	215.2	240.4	204.4	268.6	326.6	318.5	291.5	274.5	3.4
MONTserrat	2.5	2.2	2.7	2.3	2.7	3.4	3.1	3.4	3.6	9.2
ST. KITTS/NEVIS	5.6	5.5	6.4	7.7	9.7	12.3	11.5	10.6	9.4	27.7
ST. LUCIA	14.7	15.6	19.9	23.0	25.7	29.7	28.7	27.9	29.4	20.9
ST. VINCENT	9.6	9.9	11.0	17.0	19.9	20.0	22.2	18.4	22.6	47.4
SURINAME	31.1	46.0	52.4	45.3	49.7	52.7	53.9	58.2	48.1	476.9
TRINIDAD & TOBAGO	164.1	202.3	259.8	315.6	427.9	481.9	552.2	265.6	526.9	...
U.S. VIRGIN ISLANDS	73.6	25.2	66.6	56.5	57.1	3.5	3.5	...	...	...
TOTAL	849.5	807.3	987.8	1059.7	1324.7	1425.5	1418.5	1132.3	1400.8	1293.4

SOURCE: UNCTAD Commodity Yearbook, 1987

APPENDIX II

IMPORTS OF FOOD PRODUCTS BY
SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	13.2	10.7	13.1	13.7	22.9	18.1	18.5	19.5	20.7	21.3
BAHAMAS	71.5	65.3	67.7	95.8	112.1	112.1	105.9	148.7	153.4	147.9
BARBADOS	54.5	62.0	71.7	81.0	92.1	101.8	93.3	87.9	98.8	101.6
BELIZE	24.0	20.0	27.7	35.8	36.7	40.6	32.5	26.1	31.3	33.3
BERMUDA	42.2	45.8	53.3	57.8	65.5	72.7	70.9	76.4	82.2	73.9
BRITISH VIRGIN ISLANDS	4.9	4.9	5.4	4.4	4.4	3.9	4.2	4.8	6.2	40.0
CAYMAN ISLANDS	0.3	...	...	...	17.3	18.1	4.9	5.5	6.7	6.1
DOMINICA	7.4	8.0	9.9	7.3	12.8	15.0	11.6	12.4	13.7	12.2
GRENADA	8.6	11.0	12.9	14.9	16.5	17.5	17.6	13.4	14.7	13.8
GUYANA	44.4	39.1	45.6	51.7	50.9	63.5	35.6	33.7	32.0	30.3
JAMAICA	225.7	170.1	206.4	166.8	239.6	270.5	258.8	256.2	248.2	235.2
MONTserrat	2.4	2.1	2.6	2.2	2.6	3.3	3.0	3.3	3.5	3.3
ST. KITTS/NEVIS	5.5	5.4	6.3	7.2	8.7	9.9	9.6	9.8	8.6	9.2
ST. LUCIA	14.5	15.4	19.6	22.6	25.3	29.4	28.6	27.7	29.2	27.6
ST. VINCENT	9.4	9.8	10.9	16.9	19.3	19.4	21.6	19.9	21.0	20.0
SURINAME	29.8	44.2	50.2	42.3	44.4	49.0	50.4	55.4	45.1	44.4
TRINIDAD & TOBAGO	150.1	181.1	219.4	268.7	352.0	402.7	437.7	449.1	424.2	375.0
U.S. VIRGIN ISLANDS	73.3	25.0	66.1	56.0	56.6	3.5	3.5	...	...	...
TOTAL	781.7	719.9	888.8	2124.81	2430.7	2459.2	2458	2490.1	2435.4	1195.1

SOURCE: UNCTAD Commodity Yearbook, 1987

**IMPORTS OF AGRICULTURAL RAW MATERIALS
BY SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)**

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
BAHAMAS	2.8	3.1	3.2	5.1	6.3	6.4	0.4	7.1	7.6	7.3
BARBADOS	4.1	6.1	6.1	7.9	12.0	10.5	10.3	10.3	7.3	7.1
BELIZE	0.4	0.2	0.3	0.2	0.3	0.4	0.4	0.1	0.3	0.1
BERMUDA	0.3	0.3	0.4	0.4	0.5	0.6	0.6	0.7	0.8	0.8
BRITISH VIRGIN ISLANDS	0.0	0.0	0.0	...	...	...	...	...	...	...
DOMINICA	...	...	...	...	...	0.9	1.1	0.6	0.6	0.6
GRANADA	...	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1
GUYANA	1.0	0.5	0.6	0.6	0.9	1.3	0.1	1.0	0.8	0.8
JAMAICA	15.4	22.8	15.5	14.2	9.2	28.0	34.7	26.4	16.3	16.6
MONTserrat	0.0	0.0	0.0	...	...	0.0	...	...	...	...
ST. LUCIA	...	...	...	0.0	0.0	0.0	0.0	0.0	0.0	...
ST. VINCENT	...	...	...	...	0.5	0.5	0.5	0.5	0.7	0.7
SURINAME	0.2	0.3	0.2	0.1	0.1	0.1	...	...	...	...
TRINIDAD & TOBAGO	5.9	7.3	24.6	27.6	45.6	45.4	74.6	81.0	59.7	56.9
U.S. VIRGIN ISLANDS	0.3	0.2	0.5	0.5	0.5	...	...	...	...	...
TOTAL	30.5	40.9	51.5	132.8	170.4	218.3	249.8	220.2	185.4	91.1

SOURCE: UNCTAD Commodity Yearbook, 1987

**EXPORTS OF PRIMARY COMMODITIES BY
SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)**

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	1.1	1.0	1.1	0.7	1.0	1.5	1.1	1.1	0.7	0.7
BAHAMAS	26.2	40.6	38.1	41.4	45.0	40.5	42.3	42.4	44.1	47.0
BARBADOS	62.3	38.2	38.5	45.2	73.1	45.8	49.7	37.1	49.6	37.7
BELIZE	54.9	36.5	50.7	56.8	74.0	58.8	56.4	55.4	59.9	57.2
BERMUDA	6.7	16.0	11.6	6.8	7.9	0.7	0.4	0.5	0.4	0.3
BRITISH VIRGIN ISLANDS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CAYMAN ISLANDS	...	...	...	...	...	2.3	11.8	39.0	2.2	4.3
DOMINICA	6.4	10.1	12.7	6.7	4.3	10.5	11.8	15.2	14.9	16.5
GRENADA	11.0	13.2	15.6	20.0	15.6	15.7	13.1	12.6	12.2	14.5
GUYANA	376.6	246.2	276.4	295.0	372.7	333.7	259.2	212.5	215.0	195.3
JAMAICA	628.0	640.1	705.2	722.5	882.7	891.3	620.7	655.1	650.2	499.5
MONTserrat	0.2	0.2	0.2	0.3	0.6	0.2	0.1	0.8	0.7	0.6
ST. KITTS/NEVIS	13.4	10.2	12.3	11.9	15.3	15.9	12.2	10.7	11.6	9.4
ST. LUCIA	12.1	14.7	18.2	21.2	19.2	22.5	24.7	26.5	30.4	33.9
ST. VINCENT	6.2	9.0	14.0	13.0	13.3	20.8	22.7	22.3	27.8	28.3
SURINAME	242.1	188.3	355.4	389.0	4482.1	442.3	394.4	340.8	345.7	306.2
TRINIDAD & TOBAGO	118.0	78.4	65.7	83.0	84.9	76.5	70.2	58.2	56.0	54.0
U.S. VIRGIN ISLANDS	2.2	1.5	4.5	3.8	3.8	...	...	...	...	...
TOTAL	1567.4	1344.2	1618.2	1717.3	6095.5	1979.0	1590.8	1530.2	1519.4	1305.4

SOURCE: UNCTAD Commodity Yearbook, 1987

APPENDIX V

EXPORTS OF FOOD PRODUCTS BY
SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	0.7	0.7	0.9	0.7	1.5	1.2	1.1	1.1	0.7	0.7
BAHAMAS	17.0	23.7	20.4	22.7	25.3	23.9	26.8	27.9	28.8	30.7
BARBADOS	61.5	37.9	38.2	44.6	72.6	45.5	49.5	36.3	48.8	36.8
BELIZE	51.7	34.8	48.8	54.1	71.8	57.0	54.3	53.5	58.2	55.7
BERMUDA	6.6	18.0	11.6	6.8	7.9	0.7	0.4	0.5	0.4	0.3
BRITISH VIRGIN ISLANDS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CAYMAN ISLANDS	...	...	...	...	...	2.3	11.8	3.9	2.2	4.3
DOMINICA	6.3	10.1	12.6	6.6	4.2	10.4	12.7	14.9	14.6	16.2
GRENADA	11.0	13.2	15.6	20.0	15.6	15.7	13.1	12.6	12.2	14.5
GUYANA	227.5	111.2	142.8	138.6	176.3	172.4	152.9	126.2	111.2	86.0
JAMAICA	218.1	155.2	142.5	136.6	129.1	125.5	130.8	164.4	162.7	146.9
MONTserrat	0.2	0.1	0.1	0.0	0.0	0.1	0.0	0.0	0.0	0.0
ST. KITTS/NEVIS	13.4	10.2	12.3	11.9	15.3	15.8	12.2	10.7	11.6	9.4
ST. LUCIA	12.1	14.7	18.2	21.2	19.2	22.5	24.7	26.5	30.4	33.9
ST. VINCENT	6.2	9.0	14.0	13.0	13.3	20.8	22.7	22.3	27.8	28.3
SURINAME	42.2	45.9	46.1	57.4	61.1	60.6	57.5	61.9	75.1	64.5
TRINIDAD & TOBAGO	114.7	76.4	64.6	80.9	82.5	75.4	64.4	54.5	48.6	48.9
U.S. VIRGIN ISLANDS	2.2	1.5	4.5	3.8	3.8	...	...	...	...	...
TOTAL	791.4	562.6	593.2	1318.4	1349.3	1284.9	1252.3	1250.5	1210.4	577.1

SOURCE: UNCTAD Commodity Yearbook, 1987

APPENDIX VI

EXPORTS OF MINERALS, ORES AND METALS
BY SELECTED CARIBBEAN TERRITORIES
1975 - 1985 (US\$ MILLION)

COUNTRY	1975	1977	1978	1979	1980	1981	1982	1983	1984	1985
ANTIGUA/BARBUDA	0.1	...	...	...	...	...	...	...	...	...
BAHAMAS	7.1	15.3	16.0	17.0	18.0	15.0	14.0	14.3	15.0	16.0
BARBADOS	0.2	0.2	0.2	0.4	0.3	0.2	0.2	0.7	0.7	0.7
BELIZE	0.0	0.0	0.0	0.0	0.0	...	...	...	...	...
BERMUDA	0.1	0.0	0.0	0.0	0.0	0.0	...	...	...	0.1
BERMUDA	0.1	0.0	0.0	0.0	0.0	0.0	...	...	...	0.1
DOMINICA	0.1	...	0.1	0.1	0.1	0.1	0.3	0.3	0.3	0.3
GRENADA	...	0.0	0.0	0.0	0.0	...	...	...	...	...
GUYANA	142.8	128.6	128.8	150.5	190.0	155.0	100.0	80.0	100.0	105.0
JAMAICA	408.8	481.9	558.3	583.5	731.2	763.5	487.5	488.2	485.0	350.0
MONTserrat	0.0	0.0	0.1	0.3	0.6	0.1	0.1	0.8	0.7	0.6
ST. KITTS & NEVIS	...	...	...	...	...	...	...	...	...	...
ST. LUCIA	0.0	0.0	0.0	0.0	0.0	...	...	...	...	...
ST. VINCENT	...	0.0	...	...	...	...	...	...	...	...
SURINAME	197.6	140.3	306.1	325.1	415.2	376.7	329.7	275.0	267.0	238.9
TRINIDAD & TOBAGO	3.1	1.9	0.8	1.9	2.2	1.0	5.7	3.6	5.3	5.0
TOTAL	759.9	768.2	1010.4	2456.4	2689.2	2249.1	1800.4	1736.9	1590.6	716.6

SOURCE: UNCTAD Commodity Yearbook, 1987

Annex III

LIST OF SHORT-SEA LINES

1. Alcoa Steamship Company Inc.
2. American Caribe Line
3. Antilles and Amazon Line
4. Aruida Shipping Ltd.
5. Bermuda Container Line
6. Bermuth
7. Box Caribbean Lines
8. Calypso Line
9. Cianave, C. por A.
10. Co-ordinated Caribbean Transport (CCT)
11. Concorde Nopal Line
12. Evergreen Line
13. Flota Mercante Gran Centro Americano (FLOMERCA)
14. Hyde Shipping Corporation
15. King Ocean Services
16. Kirk Line
17. Lloyd Bermuda Line
18. Marine Bulk Carriers
19. Naviera Multinacional del Caribe (NAMUCAR)
20. Navieras de Puerto Rico
21. Republica Marine Lines
22. Samba
23. Saguenay Shipping Ltd.
24. Sea-land Service

25. Shipping Corporation of Trinidad and Tobago (SCOTT)
26. TEC
27. Trailer Marine Transport
28. Trans Caribbean Shipping
29. Tropical Shipping Company
30. Vencaribe
31. West European Container Line (WEC)
32. West Indies Shipping Corporation (WISCO)
33. Zim Israel Navigation Co.

Sources: Containerisation International Yearbook, 1984; Fairplay International Shipping Weekly, 1983 - 85; Seatrade, 1983 - 85.

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