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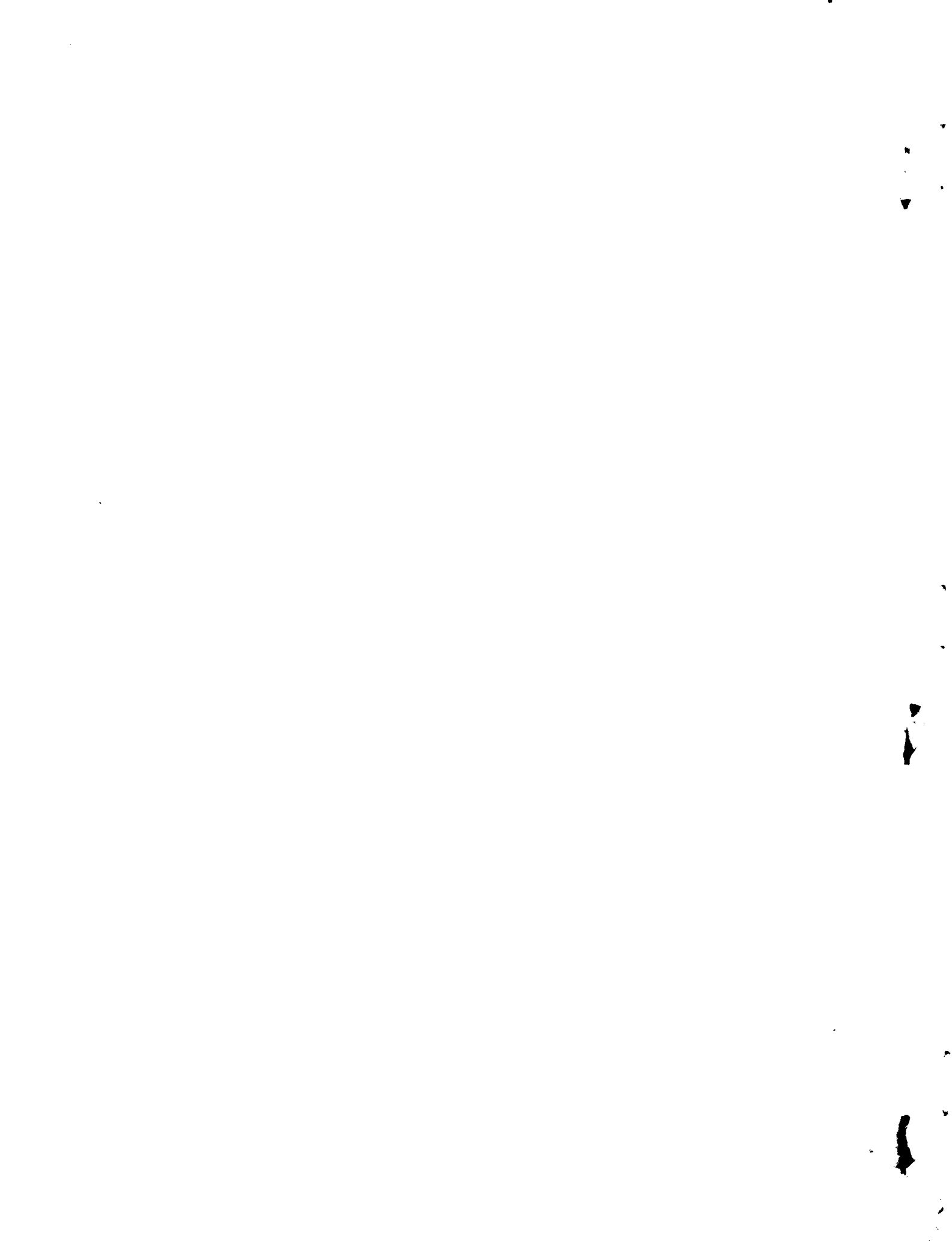
Critical Evaluation of the Performance
of the ECCM countries under
the Agricultural Marketing Protocol (AMP)
and the
Guaranteed Market Scheme (GMS)

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(This report is based on a survey carried this year in the ECCM countries by the author in collaboration with Mr. Francis Riviere, ECCM Research Officer upon request of the ECCM Secretariat).



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INTRODUCTION

The AMP apparently has not so far lived up to the expectations that it would stimulate the flow of trade from the LDC's of Carifta/Caricom, to its MDC's. Though the statistical information on trade, production and cost is largely insufficient and needs updating, it is acknowledged that the flow of agricultural produce from the less developed territories to more developed country markets has been disappointing. It is true that the ECCM^{1/} countries in particular have been affected by drought from 1970 to 1973 but this situation alone should not have accounted for the unsatisfactory development of trade. Limited expanse of arable land, and technical assistance on the one hand, and inadequacy of transportation, communication and marketing systems on the other, have been generally blamed for such poor performance. Nevertheless the main causes should be sought in the very structure of the organisation of agricultural production and marketing in the area.

Most of the AMP commodities are generally produced on small farms^{2/}, which employ traditional methods and whose efforts are difficult to mobilize even under varied incentives. It is difficult to spread the meagre available resources in extension, marketing and research to such large numbers of farms. Besides the countries have almost similar patterns of crops, planting and harvesting times.

Despite those difficulties, the AMP was envisaged as a first step towards rationalisation and complementation of agriculture within the area, and a way to boost agricultural development specially in the less developed countries (LDC's). In fact the Agricultural Marketing Protocol,

^{1/} ECCM countries are: Antigua, Dominica, Grenada, Montserrat, St. Kitts-Nevis-Anguilla, St. Lucia and St. Vincent.

^{2/} The average size of small farms ranges from 0 to 5 acres.

as was well known, was purposely conceived to encourage agricultural development of the Caribbean Free Trade Area^{1/}, as a whole, by "ensuring that commodities capable of being produced in the area are in fact produced and distributed at prices remunerative to growers and reasonable to consumers". While providing for the allocation of 22 commodities^{2/} (mostly fruits, vegetables and pork and poultry products) from countries in surplus to those in deficit, it gives special preferences to the less developed countries (LDC's) because of differences in potentialities and levels of economic development. Up to 1972 the Protocol operated with a relative amount of success but not commensurate with the expectations placed on it. The conditional factor implicit in AMP trade, that a surplus country is only assured of trading its surplus if another member country declares a deficit at the same time, came to be regarded as one of the major shortcomings of the Protocol.

The Protocol came rapidly under serious criticism, for, the allocations both on the supply and the demand sides, most of the time, are unrealistic; due to lack of reliable information on prospective production and consumption. Moreover under this scheme each country still enjoys the liberty, if it so wishes, to expand production of in any of the commodities listed under the AMP, in order to reduce or suppress its import bill, particularly from foreign sources. This is the situation which existed formerly and is taking place right now throughout the region, especially among the MDC's; thus putting the more developed territories in direct competition with the less developed ones. The obvious danger is that the MDC's with their larger resource base could much more easily achieve a reasonable level of self-sufficiency in many of those commodities; foreclosing access of their markets to the LDC's occasional surpluses and, ipso facto, endangering the whole process of integration of Caribbean agriculture.

1/ Free Trade Area superseded by the CARICOM.

2/ Carrots, Peanuts, Tomatoes, Red Kidney Beans, Black Peppers, Sweet Peppers, Garlic, Onions, Potatoes (not sweet), Potatoes (sweet), String Beans, Cinnamon, Cloves, Cabbage, Plantains, Pork and Poultry Products, Poultry meat, Eggs, Okra, Fresh Oranges, Pineapples, Pigeon Peas.

To improve the situation, in July 1972, the Tenth Meeting of the Council of the Caribbean Free Trade Association accepted the detailed recommendations of a Meeting of Officials setting up the Guaranteed Market Scheme. Under this agreement the larger countries (MDC's) - Barbados, Guyana, Jamaica and Trinidad & Tobago - are required to purchase specified volumes of commodities at AMP prices.

In the face of an apparently ideal situation - assured prices and markets - one should expect greater enthusiasm, translated into increased production; but unfortunately in many instances the supplying territory does not or cannot produce the committed quantity.

BACKGROUND

Lack of complete and up-to-date trade information for all the territories concerned does not allow a thorough assessment of the actual performance of these schemes. The general impression based on fragmentary information is that the AMP and GMS have brought so far little in terms of general increase in production and intra-regional trade as shown in Tables I and II, Annex I, among the CARICOM countries in general and the ECCM countries in particular, except in only one case. St. Vincent in fact is the only ECCM member country to have experienced continued increase (1969 to 1973) in its main AMP exports, with the exception of peanuts, as clearly appears in Table II, Annex I. To give an idea of the considerable loss of opportunities experienced by the ECCM countries, the case of Trinidad could be invoked, as this country is among the MDC's, the biggest importer of AMP commodities from the ECCM countries (Jamaica trade with the ECCM countries being minimal). Among the commodities imported by Trinidad figured carrots, sweet potatoes (specially from St. Vincent). When Trinidad trade in carrots under AMP is examined from May 1973 to August 1974, as shown in Table V, Annex I, none of the supplying countries effectively provided their monthly commitments, except St. Vincent. However, on some occasions the quantities supplied by this last country fell below the requirements. To satisfy its requirements, Trinidad has had

to seek approval for imports of the item from extra-regional sources. Under the Guaranteed Market Scheme (GMS) the situation was even worse, the other committed ECCM countries did not supply any amount of carrots from November 1972 to April 1973. Even in the case of St. Vincent, this country was able to supply more than its GMS quota only in April 1973, as shown in Table VI, Annex I. This table presents St. Vincent prospective supplies of sweet potatoes, level of Trinidad commitments and actual purchases of this commodity during the period May 1973 to August 1974.

The attention of the ECCM Secretariat has been brought to bear on this crucial problem; for, agriculture plays a major role in the economies of the member countries of its area. The Commission^{1/} has been called upon by the ECCM Secretariat^{2/} last January, to examine the performance of the ECCM countries under the AMP and GMS in order to enable that Secretariat to make proposals and recommendations to the ECCM Council of Ministers for the improvement of the performance of the countries under those schemes. In broad terms, ECLA had to analyse the actual workings of these schemes in the context of the CARIFTA Council decisions, and identify the causes that retard fuller utilization of the opportunities provided to the countries concerned.

As a first approach towards the satisfaction of this request a tentative strategy was outlined in ECLA Office in Port of Spain, Trinidad, at the end of January 1974. It comprised: research into the available documents of CARIFTA Councils with a view to identifying decisions relevant to the schemes, and listing of the problems reported in different AMP meetings, along with recommended solutions.

On 19 March 1974 a visit to ECCM Headquarters in Antigua was organized. The Executive Secretary of the ECCM assisted by Mr. Francis Riviere, Research Officer of the same institution, designated to help with the planning, organization and carrying out of the survey, gave then a succinct briefing on the nature and scope of the Secretariat request. As a result of the ensuing discussions the attached questionnaire, shown in Annex II,

^{1/} Economic Commission for Latin America, Office for the Caribbean.

^{2/} Letter of Mr. George Williams, ECCM Executive Secretary, dated 15 January 1974.

synthetizing the different points subject to investigation, was prepared, with the view of serving as a guide in the execution of a series of enquiries in a selected group of ECCM countries. In fact, due to financial limitations all the countries concerned could not be covered, as was originally projected. Besides Antigua elected for obvious reasons as a test ground for the form or schedule, the other countries visited were Dominica and Montserrat in the Leewards and St. Lucia and St. Vincent in the Windwards. The enquiries in the ECCM countries terminated at the end of last June in St. Lucia. Nevertheless it was considered that the survey would have been incomplete without obtaining complementary information in the importing CARIFTA countries or MDC's. Therefore on the occasion of a visit to Jamaica and accessibility to Trinidad sources data were gathered in those two countries on the working of those schemes.

SCOPE OF THE SURVEY

The analyses of the ECCM countries' performance under the AMP and GMS pose the problems of studying the transactions which take place under these schemes, from the stages of initiation to fulfilment, following the functional lines of the market structure thus created, in order to find out the causes that impede effective implementation of the commitments, so that adequate recommendations could be made to remedy them.

The basic problem at hand could be illustrated in this highly simplified manner: Surpluses or deficits of AMP products are known in either of two ways, a) at one of the two annual meetings of AMP or b) upon communication by a CARICOM member country or territory of surplus or deficit in any of AMP products to CARICOM Secretariat, for notification to the other CARICOM members. Usually market allocations are made during the AMP sessions, on the basis of information, sometimes partially contributed by delegates. In making allocations, preference is given to the surpluses of the LDC's, after minimum f.o.b. prices have been fixed for the commodities. However in an emergency situation available supply can be communicated to the Secretariat and/or to an

interested country. In that last case the transaction takes place as in a bilateral agreement within the framework of the AMP and under the auspices of CARICOM Secretariat at AMP prices or a price agreed upon by the interested parties.

In all those situations, success is conditioned by a series of interrelated factors, which set going a set of relevant mechanisms whose working efficiency should be objectively weighed. In the specific case of a commitment taken or a transaction made under the AMP and GMS, if the task is to assess the effectiveness of the scheme what would be of interest to investigate? At the onset it is important to know how correctly the available supply was predicted, estimated or arrived at. When, on the basis of this estimate, a commitment is taken, how it is carried out to completion?

In short, as far as commitments are concerned, we are very much interested in the line of action taken, either (a) by the delegate to the AMP and GMS meeting, upon his return to his country or territory, in relation to fulfilment of a commitment, or (b) by the country announcing an available supply. A step by step study of the functions fulfilled by the entities involved in the process of implementation of the commitment, would reveal the causes of success or failure of a transaction.

It is in this context that the performance of the ECCM countries under AMP and G.M. scheme has been examined. The implementation would vary from country to country and, may be, from product to product; but the whole process would involve a Market organization or institution (to co-ordinate the process and gather the commodities concerned) and the following stages: Financing - Production - Marketing - Transportation. Other important and relevant aspects would have to be studied also. They concern services, the existence or lack of which, may have a definite bearing upon the operation of these schemes.

The survey as mentioned above has been carried out in a representative group of the ECCM territories. During these enquiries it was sometimes impossible to obtain some of the necessary background statistics related to production, trade, cost of production, prices etc. in order to substantiate some findings.

Nevertheless on the basis of partly qualitative information we came to some preliminary, but valuable conclusions. To give a more or less detailed account the sequence adopted in the questionnaire will be followed.

THE FINDINGS

a) Nature - legal situation and structure of marketing organisation:

Most of the marketing boards in the visited territories are public organisations of relatively recent creation. Some were originally an integral part of their Ministries of Agriculture. Upon obtention of a semi-autonomous status, they carried away with them, in the majority of cases, the monopoly of import of some agricultural inputs that they usually sell to farmers, at cost plus handling, as part of their programme of incentives to agricultural development. All of them financially, got a start with a government annual subvention and British Development Division (BDD) grants; and operate on the basis of BDD and/or CDB loans. They live year by year on their meagre resources and the profits of their own operations. On their board figure a limited number of members (about a dozen) which deal with administration or management of the institution; implementing policies and looking after the market operations proper.

b) Operation and functioning:

For each crop the Marketing Boards enter either in direct contact with regulars through buying agents, who are aware of reliable areas for purchase operation or, like in St. Vincent or Dominica, announce through the press or radio, prices of commodities which they wish to buy and dates of deliveries. Sometimes this information is passed on to farmers through the assistance of the extension staff of the Ministry of Agriculture, like in St. Vincent and Montserrat. However there is no forward contractual buying operation between the Marketing Boards, individual farmers or groups of farmers.

c) Organisation of collection:

Generally, individual farmers transport their produce to the Marketing Board depots at their own expenses. Original intention was for the Board to collect at farm gate. In some cases trucks were purchased, to provide them with their own transportation means but in specially one case, private truckers objected to the idea as unfair competition. In this particular situation the government disposed of the Marketing Board vehicles. However in emergency situation the board itself would provide transportation.

d) Absence of a reasonable grading system:

Generally the producers do not observe any grading system, as a differential price system based on grades is not in operation in those countries. Only for carrots, cinnamon, oranges and plantains a preliminary grading is done on farms in certain countries. However a certain grading is practised by the Marketing Boards for carrots, onions, cinnamon, oranges and sometimes plantains. Packaging for roots and tubers is defective as complaints are often registered because of losses through bruising.

e) Storage capacity:

In all of the countries visited the floor capacity of the storage area of the Marketing Boards is insufficient, especially at the peak of the harvesting period. There are plans to double the storage capacity in some cases. The refrigerated or cooling space is either insufficient or inadequate as the products stored require different levels of temperature for their conservation.

f) Co-ordination of shipping and collection of produce:

The problem of shipping is a difficult one for the ECCM countries. It is well known that there is inadequacy of the existing shipping facilities. The ECCM countries depend mostly on schooner services for the transport of their commodities to importing MDC's. However WISCO^{1/} provides the service of the Federal Maple which calls at individual ports every 2½ weeks;

^{1/} West Indies Shipping Corporation.

but as CARIFTA markets of the ECCM countries are southbound, the actual shipping of their commodities take place only once every 5 weeks. Most of the countries suffer from the irregularity of the schooner services.

Except for perishables like carrots, the other AMP commodities like plantains, sweet potatoes and peanuts enjoy reasonable shelf-life period. By private arrangements the crops are taken to the Marketing Boards on the day set aside for each crop. Orders are not generally placed with farmers until available shipping space is known. However if production were properly planned and marketing of the products better organized, a better coordination between shipping, production and marketing could be obtained.

g) Pricing system:

Price fixing in the countries of the area are not arrived at in an orthodox way. Generally price is arrived at working backwards from AMP f.o.b. minimum prices. In one or two cases, though cost of production figures for some commodities were available at the Ministry of Agriculture, they were not taken into account in the price fixing mechanism. Besides the pricing system lacks flexibility to take into account imbalances between supply and demand, resulting in the fact that hucksters and higglers dominate the market in time of scarcity by paying an incentive price, leaving no room for the Marketing Boards.

The AMP f.o.b. prices are maximum/minimum prices (maximum for exporting countries and minimum for importing ones) at which the transactions take place. Those prices are arrived at, in the absence or lack of information on cost of production and forecast of supply, by taking into account only the former level of prices for the last six months for exports and imports and scant information on prospects for immediate future. If such a price, established on a non-objective basis, is fixed too high there is a risk that it might be above the cost of production in importing countries. The differential between production costs in all the territories is not normally very large, so there is the danger that the exporting countries would be at a disadvantage anyhow when transport costs,

handling charges, etc. are taken into account. In this case the producers in the exporting countries would be at a disadvantage.

Usually only one or two countries supply information on cost of production of a few crops during the AMP meetings. On that basis it is difficult to assume that the f.o.b. prices to which the delegates agree refer to the cost of production of the most efficient producer in the exporting countries. Therefore there is a real danger in the price-fixing mechanism. As the wholesale or retail prices in the importing countries are equal to the f.o.b. prices plus transportation, plus other costs, the wholesale prices of imported commodities might be higher than the costs of production of the same commodities of even the less efficient producers in the importing countries. That way, the price-fixing mechanism may induce the importing countries to reduce their deficits or look at self-sufficiency in those commodities as their ultimate goal, as it is actually observed in the MDC's for crops they can produce locally.

h) Organization of production of AMP commodities:

There is not an overall programme in the countries visited directed at boosting the production of AMP products. In most of the countries the farmers ignore completely the destination of their crops. In some of them the Extension Staff of the Ministries of Agriculture would urge production of certain vegetable crops, among which appear the AMP commodities, without mentioning any commitment to CARICOM markets. Though farmers organizations are openly encouraged, especially in St. Vincent and Dominica, but in general, groups of farmers are not directly engaged in the production under AMP. Incentives however had been given in the form of fertilizers and seeds sold at cost at marketing agencies. Sometimes assistance in land preparation was also obtained. In some occasions extension agents will tell selected producers to grow some crops which the Marketing Boards are increasingly in need of; among them some AMP products .

i) Seasonality of crop production:

One of the serious constraints of the agricultural rationalisation exercise is that the countries possess basically the same ecological conditions and production cycles. Seasonality of production tied to similar planting and harvesting times result in corresponding periods of excess supplies and deficits in most of the territories. Unless allocations are made in deficit countries (all MDC's and some LDC's) for filling part of their usual deficits with supplies proceeding from LDC's endowed with sufficient land and possessing more favourable ecological and economic conditions these schemes would be doomed.

j) Absence of an insurance scheme for perishables:

In many instances the ECCM countries complained about the inacceptance of the f.o.b. basis on the part of importing MDC's especially in cases of losses for damages to the commodities while on board, or unloaded in receiving ports. As quotations are made on an f.o.b. basis, once the freight is on board, the exporting country is supposed not to be responsible for it. This problem is tied to the inadequacy of shipping facilities, the non-existence of a uniform grading system for the region, inadequate packaging for the different commodities, the rough handling and the exposure to all sorts of risks at different sea ports. This situation led many countries and the MDC's among them to suggest the creation of an insurance scheme for perishables with the backing of a banking institution preferably the CDB.^{1/}

k) Terms of payment:

Considerable amounts of money are reported overdue by the importing MDC's over a long period of time for commodities obtained under the AMP and GMS. Unfortunately such

^{1/} Caribbean Development Bank.

statistical information was officially obtainable for only one LDC which is summarized in Annex I, Table VII. The Marketing Boards in the less developed territories are very much concerned; for, because of their relatively scarce resources, they experience difficulty in meeting their financial obligations when debts are long overdue. Shortage of funds affect their purchasing capacity and consequently represents a direct constraint on their ability to stimulate production and trade. Many countries consider that the payment of invoices should be effected upon receipt of the commodities. It has been proposed that this practice should be formalized within the framework of the Protocol. In view of the difficulty that such a solution would and considering that it would not further facilitate the flow of intraregional trade, an alternative solution was suggested; that of the creation of an export guarantee, susceptible to be discounted at any bank for payment of exported goods.

l) Insufficient and inappropriate credit system:

Agricultural development in the smaller islands is generally financed through commercial banks, the local governments and foreign assistance. However the total amount of loans and advances made by the local banks to agriculture are relatively small compared to those of other sectors. Since its creation the CDB has approved loans for more than EC\$ 6 million to agriculture in the form of provision for agricultural credit. Those credit facilities however do not reach the small farmers due to lack of sufficient security. All the farmers visited during the course of the survey never benefited from such loans.

m) Inadequacy of the machinery to feed back information to CARICOM Secretariat:

Without entering into many details it could be said at the outset that the mechanism established between CARICOM Secretariat and the countries for submission of information needs to be revised. At national level, there is no clearly defined organization responsible for feeding back to CARICOM Secretariat the information it needs to enable it to prepare properly in advance its meetings on AMP and GMS. This responsibility should

apparently fall on the usual country representatives at those meetings, the marketing boards or in some cases the agricultural planners and designated liaison officers who attend the AMP meetings regularly. Due to the failure to designate the level and place of responsibility for such a matter, it is not surprising that in many instances during the course of previous meetings of the Secretariat on AMP and GMS, the question of outstanding statistical information to be supplied to the Secretariat was raised.

This is a serious constraint for the proper discharge of the functions of the Secretariat with regard to those schemes. Up-to-date information on cost of production, import and export quantities and prices of AMP products, purchases by marketing boards, average monthly prices paid by marketing boards, wholesale and average consumer prices and newsletter information for all the CARICOM countries, and above all, timely information on import requirements and export availabilities, must be supplied on a continuous basis.

n) Absence of linkage between CARICOM decisions and implementation in the respective countries:

There is also a lack of co-ordination between commitments taken at CARICOM meetings and organization in the countries responsible for implementation. First and in direct relation with the weakness in information, is the difficulty to identify at national level the centre of decision for the fulfilment of AMP and GMS commitments. In most cases the Ministry of Agriculture (or in some cases the Ministry of Agriculture and Trade) and the marketing boards are loosely connected with decisions taken at AMP meetings.

The survey reveals that when a CARICOM Secretariat invitation to attend an AMP meeting, reaches the Ministry of Agriculture, a certain time elapses before a candidate is approved. In many cases, the selected delegate is only notified a few days before the meeting starts,

which does not allow him sufficient time to assemble the necessary data for providing the projected meeting with reliable information on cost of production, prices, available supplies or possible deficits. In some cases the delegate does not even get a briefing about his responsibility at the meeting; and upon his return, does not seem to have a formal obligation to inform on the decisions taken. In some cases the Ministry is informed verbally by the delegate, and gets a summary account of the decisions through the report made by CARICOM Secretariat.

If in some instances, an attempt is made at co-ordination of efforts through meetings convened by the Ministry of Agriculture, distribution of CARICOM report and/or proceedings of the meeting to interested parties, this does not go further than that stage. No formal steps are taken to co-ordinate actions as to the way production, financing and marketing of the commodities could be better assured in order to fulfill the AMP and GMS commitments.

In general, it can be said that there is in the ECCM countries no definite policy directed at developing or bolstering export of commodities listed under the AMP and GMS.

As far as the marketing organizations are concerned, it could be advanced that in most of the cases they are not directly involved in transactions carried under the AMP and GMS. Most of them do not recall any formal preparation made towards satisfying any commitment taken under those schemes. The original idea behind their creation was to regulate prices, by acting as a buffer against wide fluctuations; while providing a relatively sure market to small farmers. However, through time, their price stabilisation function, in special cases developed to be more of a constraint than an incentive to intra-regional trade and production; by stimulating production of alternative commodities at more remunerative prices or even products listed under the AMP which find easy access into markets outside the region. Moreover in many instances the bulk of AMP commodities are handled by higglers or hucksters; which make it difficult to know at one time the level of export of some countries in some of those commodities, unless through tedious research at the Customs House. In that last case it is impossible to keep a check on the level of amount shipped.

RECOMMENDATIONS FOR IMMEDIATE IMPROVEMENT OF THE PERFORMANCE
OF THE ECCM COUNTRIES UNDER THE AMP AND GMS

In assessing the workings of both schemes through time the survey brought to light their main weaknesses. On the basis of the findings, preliminary solutions will be offered, for so long as the Caribbean countries have not completed the entire exercise of rationalisation of their agricultural sectors within the context of an integrated regional plan, no proper or perfect solution could be devised for those schemes. Attempts could be made to improve the countries' performance under them in the actual state of the situation, but they will only be mere interim solutions, simple palliatives. It is in this special spirit that the following proposals which imply in the long run a progressive phasing out of all the AMP products and new ones to be incorporated into GMS arrangements.

At recent discussions of Regional Agricultural Planners of CARICOM, which focus on immediate problems facing the AMP and GM Scheme and the possible solutions, a presentation was made outlining what has been done by ECCM Secretariat and ECLA Office for the Caribbean in assessing the performance of the ECCM countries under those schemes. It was indicated with great emphasis that one of the fundamental weaknesses, if not the greatest, in the mechanics of AMP and GMS is the impossibility to clearly identify and locate the entity within the Public Administration, officially and effectively responsible for AMP and GMS matters, in each one of the CARICOM countries. Most of the complaints about an inadequate information feedback, insufficient linkages and failure in implementation of the commitments, stem from the inexistence or inoperation of this official unit or entity within the Public Administration. Ideally this unit or entity should be directly responsible to the Ministries of Agriculture and Trade, and acting as liaison or focal point to CARICOM Secretariat.

The subsequent meeting on the AMP provided a further chance to examine the findings. At this occasion, a draft proposal for immediate improvement in implementation of the resolutions and commitments taken under those schemes was presented for discussion. This proposal was unanimously accepted. The recommendations presented here are based on the above-mentioned proposal, modified in the light of further discussions, amplified and detailed to facilitate its application.

As mentioned above the core of the problem at stake was the creation of a responsible entity, without which all efforts at feedback of information, collection and organization of relevant statistics, fulfilment of commitments, would be directed to the circumference of the problem, so to speak, rather than to the heart of it. To ensure that reasonable success now, and progressive improvement thereafter can be achieved, it is indispensable to put it at the centre of the system. Therefore it is erected as the keystone or base upon which all else will be built. It could be named the AMP Liaison Group. In the following are indicated the composition, the aim and objectives of such a group.

COMPOSITION

The new group should not be considered as an addition to the proliferation of committees that is so resented in the region, and for good reason, but a vital entity in the AMP mechanisms. It should not cause any hardship or unnecessary burden on the budget and personnel, except for supporting services attached to it, because all its members are supposed to be already occupied in activities which have directly or indirectly connection with AMP matters. This group might include the following:

- 1) Chief Agricultural Officer or Director of Agriculture, depending on the country;
- 2) Chief Extension Officer or his designate;
- 3) Manager of the Marketing Agency or his deputy;
- 4) Representative of the Agricultural Bank or any local banking institution dealing with agriculture;

- 5) Representative of the Ministry of Trade; and
- 6) Representative of farmers or farmers association engaged in the production of AMP products.

AIM OR FUNCTION OF THE GROUP

This group will be responsible to the Cabinet or Committee of Ministers^{1/} endowed with sufficient authority to see its decisions implemented and recommendations followed. This AMP Liaison group will be responsible for the implementation of all the decisions taken under the AMP and GMS. Its main function will be to:

- a) Serve as a Focal Point or Liaison to CARICOM and the country by channelling back and forth information, publications and decisions on or affecting AMP matters;
- b) help designate the delegates to AMP and GMS meetings and brief them on their responsibility. As usual one delegate would come from the Department of Agriculture, one from the Marketing Board and at need, a farmer representative could be invited to join the country delegation;
- c) organise, as soon as necessary, meetings with interested parties to clear out doubts about commitments, and, with the ministries concerned to keep them abreast of new events in the Agricultural integration process; and
- d) stimulate the formation of co-operatives or farmers association of certain specific crops, with the view of using to the best advantage, availability of technical assistance and credit.

As all the members of the Liaison Group have to continue to perform their regular substantive work, for the discharge of their new function, they should be provided with supporting services: secretarial, statistical, informative. In this capacity the group should have at its disposal resources to organise in co-operation with the

^{1/} Originally it was thought that the Group should be responsible to the Ministry of Agriculture.

Marketing Agency and the Extension Division a Service of Information and of Market Intelligence. Crop conditions, information on production forecast throughout the year should be progressively established, on a sound and reliable basis, and price statistics collected and tabulated; so that delegates to future AMP deliberations would be able to estimate supply better, assess demand for commodities, fix reasonable f.o.b. prices and assign market allocations that would have all the chances to be met.

OBJECTIVES

Due to the fact that AMP matters were handled formerly in a haphazard way, the group would have to devise an order of priority to tackle the problems before it.

Immediate task:

In the short run it could be suggested that they embark on this programme:

- 1) Take stock of all resolutions, recommendations and decisions arrived at during former AMP, Regional Agricultural Planners, Standing Committee of Ministers of Agriculture and Council of Ministers meetings, with the view to extract decisions that are still in force, catalog them and see to what extent they have been implemented;
- 2) organise a listing or inventory or even a complete enumeration of all farmers engaged in the production, at least, of crops or AMP commodities the country formally traded. While making the listing an effort could be made to register the following basic elements:

Location - size of holding - tenure of the land or type of ownership - extent of each crop grown on the farm - yield per acre - topography of the land (roughly) - road accessibility - farmer's age - size of family - size of available manpower on farm.

- 3) Check the willingness of farmers to participate in those schemes; and

- 4) consult with the Agricultural Bank or any banking institution interested in Agriculture on the possibility of organising a system of Supervised Credit for AMP commodities.

The tasks at items 1 and 2 should be left to the statistical assistant or clerk attached to the group. In this function he will receive assistance from the Marketing Board and the Extension Division. To start with, due to lack of funds, the work could start with the help of the buying agents of the Marketing Agency, who would contact the usual suppliers of the Board. Slowly this work could be complemented by the Extension Officers, in the course of their official duty. This task could be much easier if the country has recently taken a detailed agricultural census. Anyway, except for this last situation, a simple questionnaire would be needed to help register all the above information. And, on the basis of the above collected data, the Statistical Clerk would classify the farmers, according to size of holding, extent of crop grown, availability of water and accessibility to market.

The proposal at item 4 would apply in particular to commodities traded under the GM scheme. The local Agricultural bank may apply to C.D.B. for a loan especially to launch the programme of supervised credit under government guarantee. The global loan could also include provisions for funds that would enable the Marketing Board to engage in the purchase of commodities, plus cost of transportation, grading, packaging and shipping.

Medium Term Measures:

The following measures could be taken in the intermediate term:

- 1) Where this is not already provided the Marketing Board should be declared by law, the sole exporter of AMP and GMS products and the only institution with the power to issue import and export licenses of AMP commodities; on the

basis of recommendations from the Liaison Group. However, in some special cases, where a considerable amount of a commodity is handled by organized firms, capable of satisfying all the trade requirements, this responsibility can easily be shared with these specialized firms; but simply and always under the supervision and control of the Board. This measure tends to eliminate in the long run the multiplicity of hucksters and higglers, engaged in the trading of some AMP products, which nullify efforts in marketing rationalisation; thus making port registration and observance of grading difficult. By the same token, this measure carries a lot of advantages; among them, easier recording of trade statistics, better enforcement of grading requirements, etc.

- 2) The Group should work in close collaboration with all the similar groups established in the ECCM countries, to press, at the level of the Standing Committee of the Ministers of Agriculture and the Council of Ministers of CARICOM, to obtain the creation of special conditions for payment of export guarantee certificates and the establishment of an Insurance Scheme for perishables with CDB financial backing.

Long Term Measures:

In the long run the group would have among other things to:

- 1) Stimulate the Extension Division of the Ministry of Agriculture towards undertaking research on AMP products and experimentation on new crops susceptible to enter the regional market;
- 2) explore with the Marketing Board, the agricultural development advisory teams operating in the sub-region CADAS and UNDP/FAO team and ECLA/CIAT, the establishment of Agro-based industries, on a sub-regional basis, Marketing possibilities (Market study) for specific crops inside and outside CARICOM;
- 3) study with the help of the advisory teams an appropriate system of supervised credit;
- 4) carry, in co-operation with the Extension Division, the Marketing Agency and the Office of Statistics - when it exists - a current survey on costs of production of selected agricultural commodities;

- 5) try to enlist the co-operation of large estates to produce on a commercial basis part of the country commitments:

This project could be organized on a co-operative basis with skilled local mini-farmers. Their association with the large estates would facilitate the assimilation of advanced techniques of production that would otherwise be difficult to teach them through the extension service of the Ministry of Agriculture.

Finally at the level of the Standing Committee of Ministers of Agriculture of CARICOM and the Council of Ministers of CARICOM, the groups should recommend their governments to obtain from the MDC's a pledge, that as soon as the LDC's could assert their capability of supplying a steady and stable level of exports in some commodities, to reserve progressively a larger internal market for exports from LDC's, along the same line of the GMS to the risk of restricting their own internal expansion or even their production of the crops.

It may be noted that no recommendations were presented for the shipping problem, the grading system, inclusion or extension of crops and other aspects of marketing. This was intentional, because it would really be too pretentious in the course of this report to do so. Those are specialized fields which should be dealt with by specialized groups. Fortunately, the ECCM countries are now receiving special attention on the part of two technical teams, based in Grenada, whose tasks are geared in the long-run toward the rationalisation of these countries' agriculture within the framework of integration. Also, the team have the task of helping the same countries to solve the short-term problems they are facing in the implementation of the commitments taken under the AMP and GMS. Those latter problems which are urgent ones could be examined by those teams in collaboration with the recently created technical ECLA/CIAT team, when all of those teams will be adequately staffed.

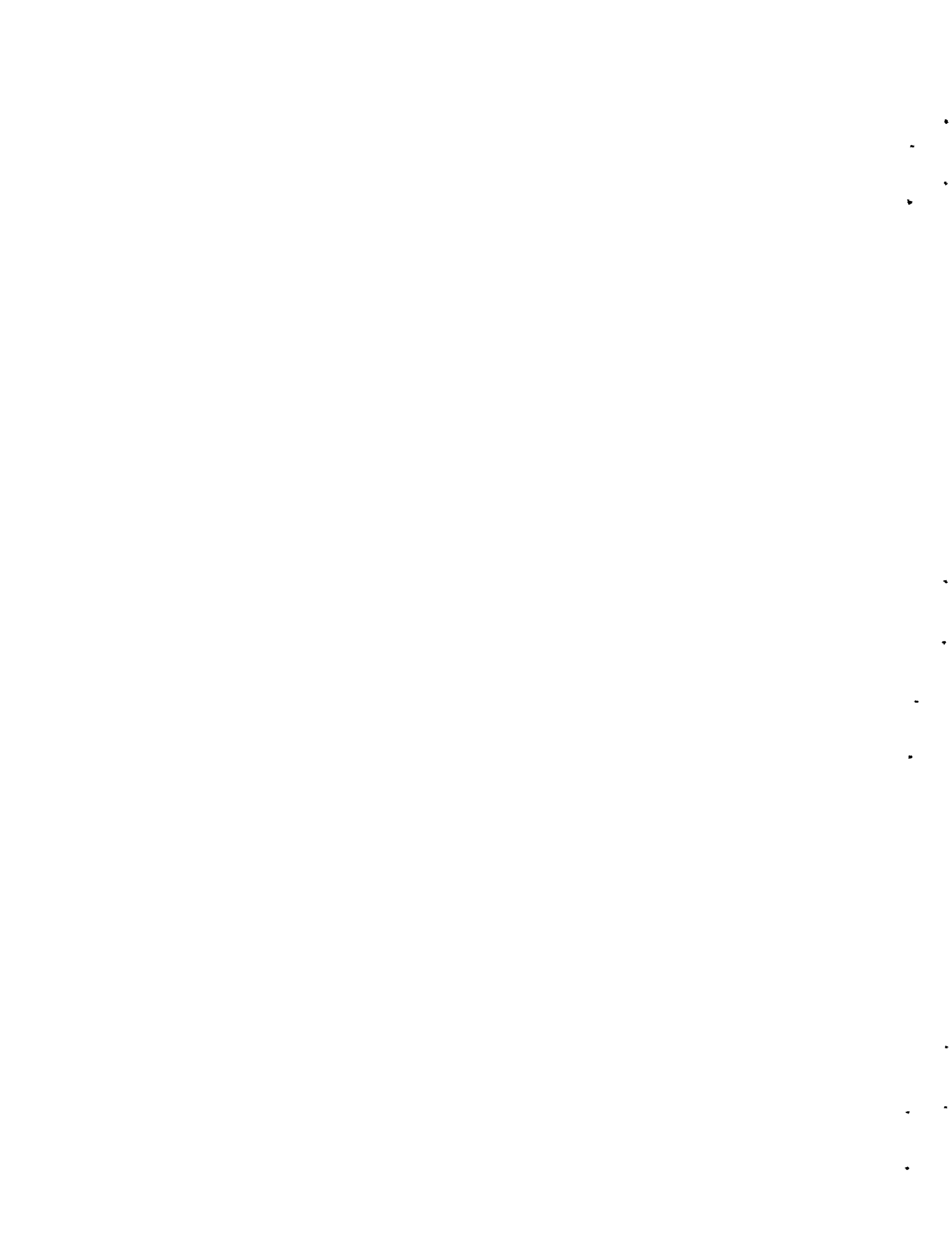
In fact the teams are already charged by the Regional Agricultural Planners of CARICOM to examine the markets for AMP products, and to indicate areas where there is scope for additional production. Also they have recommended that the teams "examine the operations of the AMP and GMS, identifying failures to meet commitments, areas of overproduction, possible markets for AMP and GMS products as well as a general assessment of the problems that have arisen under the schemes".

In the meantime it is observed that large quantities of AMP commodities continue to be imported from extra-regional sources to complement the surpluses bought within the area, with the view of satisfying the actual level of consumption in both the MDC's as the LDC's. A simple comparison between level of total imports shown in Tables VIII and IX, Annex I with Table II of the same Annex would convince easily on that fact. However, because of crop seasonality and the action of many other inhibiting factors, it might be almost impossible to suppress entirely, even in the long-run, those imports. Nevertheless with co-ordinated efforts, improved organizations and techniques of production, more intensive intra-regional trade in those commodities could help, in the long-run, to reduce considerably the amount spent yearly in importing them from markets external to the area.

CONCLUSION

The purpose of this study is to give an account of what have been done by the ECCM Secretariat and UN/ECLA for the Caribbean to assess the performance of the ECCM countries under the AMP and GMS. But in respect of what was expected of the schemes as initial instruments in the process of agricultural rationalisation in the region, one has to recognize that the problem should be studied in the proper setting or context of a plan of rationalisation of agriculture for the entire CARICOM area. The findings of the survey convinced more that the problem would have to be tackled at the production level, approaching its solution by securing in a package, technical assistance, financing, marketing, shipping,

etc. The recommendations made here have special relevance to that. If adopted throughout the ECCM countries, it is hoped this will bring rapid improvement in the mechanism of the schemes and greater performance of each and every country under them.



STATISTICAL TABLES

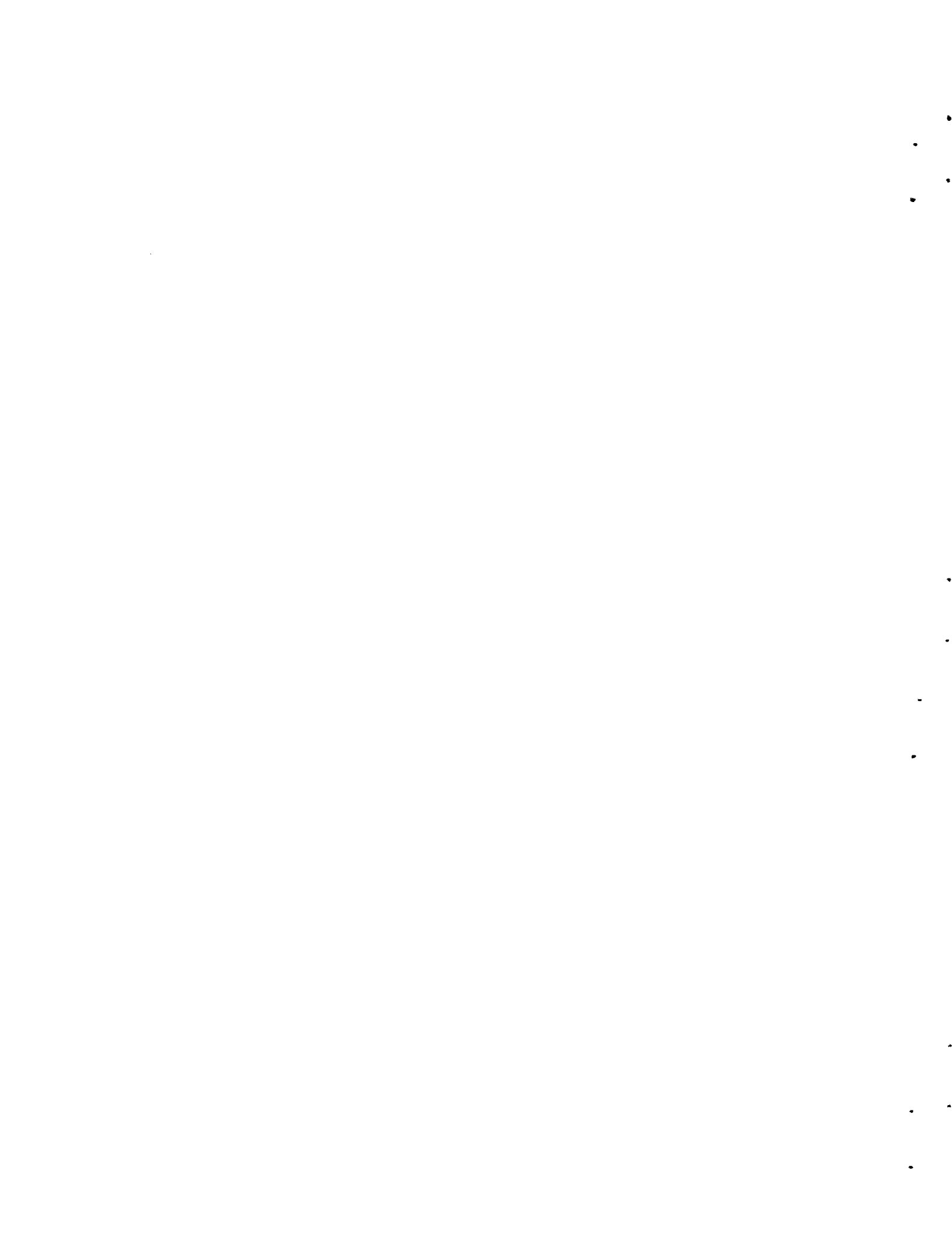
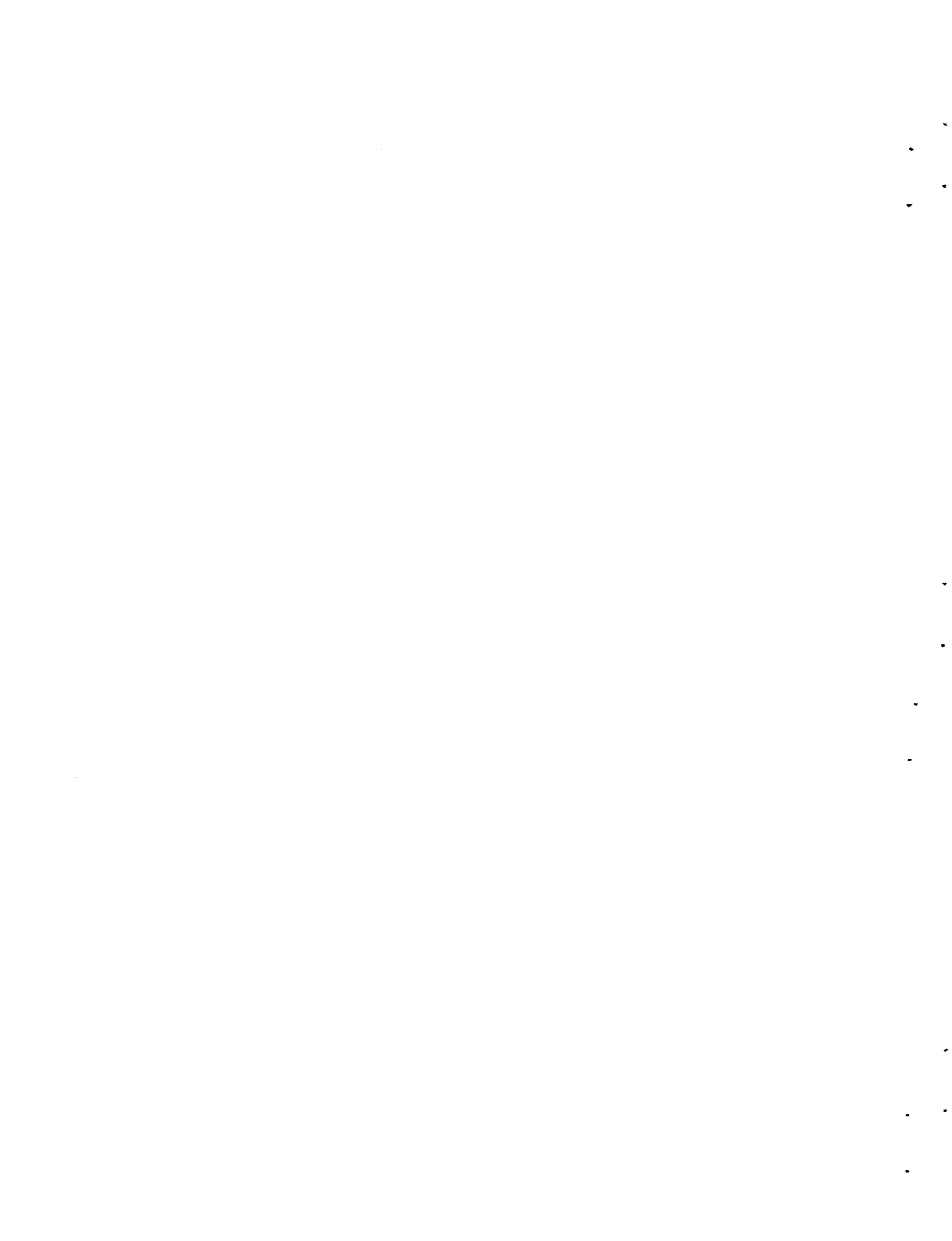


Table I

CARICOM: INTRA-REGIONAL EXPORTS
(January-December)

(000 lbs)

<u>Commodity</u>	<u>Exporting country</u>	<u>1972</u>	<u>1973</u>
<u>Carrots</u>	Barbados	83.0	148.9
	Jan-June, Aug.		Jan-June Aug-Dec
	St. Vincent	257.6	487.2
<u>Peanuts</u>	Jan-Aug		Jan-June Aug-Dec
	St. Vincent	48.6	104.8
<u>Tomatoes</u>	Barbados	7.8	8.5
	Jan-Aug		Jan-Nov
	St. Vincent	13.0	
<u>Red Kidney Beans</u>		-	-
<u>Black Pepper</u>	Barbados	5.3	14.3
			Jan-Nov
<u>Sweet Pepper</u>		-	-
<u>Garlic</u>		-	-
<u>Potatoes (not sweet)</u>	Barbados	2.0	-
<u>Potatoes (sweet)</u>	Barbados	6.6	
	St. Lucia	2.5	1.96
	Jan-Aug		Jan-Aug Aug-Dec
	St. Vincent	2,030.0	2,987.2
	Guyana		58.6
<u>Onions</u>	Barbados	1,118.2	1,101.2
<u>String Beans</u>		-	-
<u>Cinnamon</u>	Barbados	1,069	0.09
	June-July Oct-Dec		Jan-Nov
	Grenada		17.3
	June-July Oct-Dec		
<u>Cloves</u>	Grenada	-	3.13
<u>Cabbages</u>	Barbados	0.5	12.5



CARICOM: INTRA-REGIONAL EXPORTS
(January-December)

(000 lbs)

<u>Commodity</u>	<u>Exporting country</u>	<u>1972</u>	<u>1973</u>	
<u>Plantains</u>	{ Guyana	112.2	96.6	
	{ St. Lucia	150.3	160.5	
	{ St. Vincent	166.8	6.7	Aug-Dec
<u>Fresh Pork</u>		-	-	
<u>Pickled Pork</u>		-	-	
<u>Bacon</u>		-	-	
<u>Ham</u>		-	-	
<u>Sausage</u>		-	-	
<u>Poultry meat (whole)</u>		-	-	
<u>Poultry (parts)</u>	Barbados	0,422	-	
<u>Eggs (dozen)</u>	Barbados	-	6,404	
<u>Okras</u>		-	-	
<u>Oranges</u>	Guyana	3.8	51.7	
	St. Lucia	19.4	46.0	
	St. Vincent	20.9	-	
<u>Pineapples</u>	Guyana	11.1	21.3	
	St. Lucia	-	0.8	
<u>Pigeon Peas</u>		-	-	

Source: Information made available to ECLA.

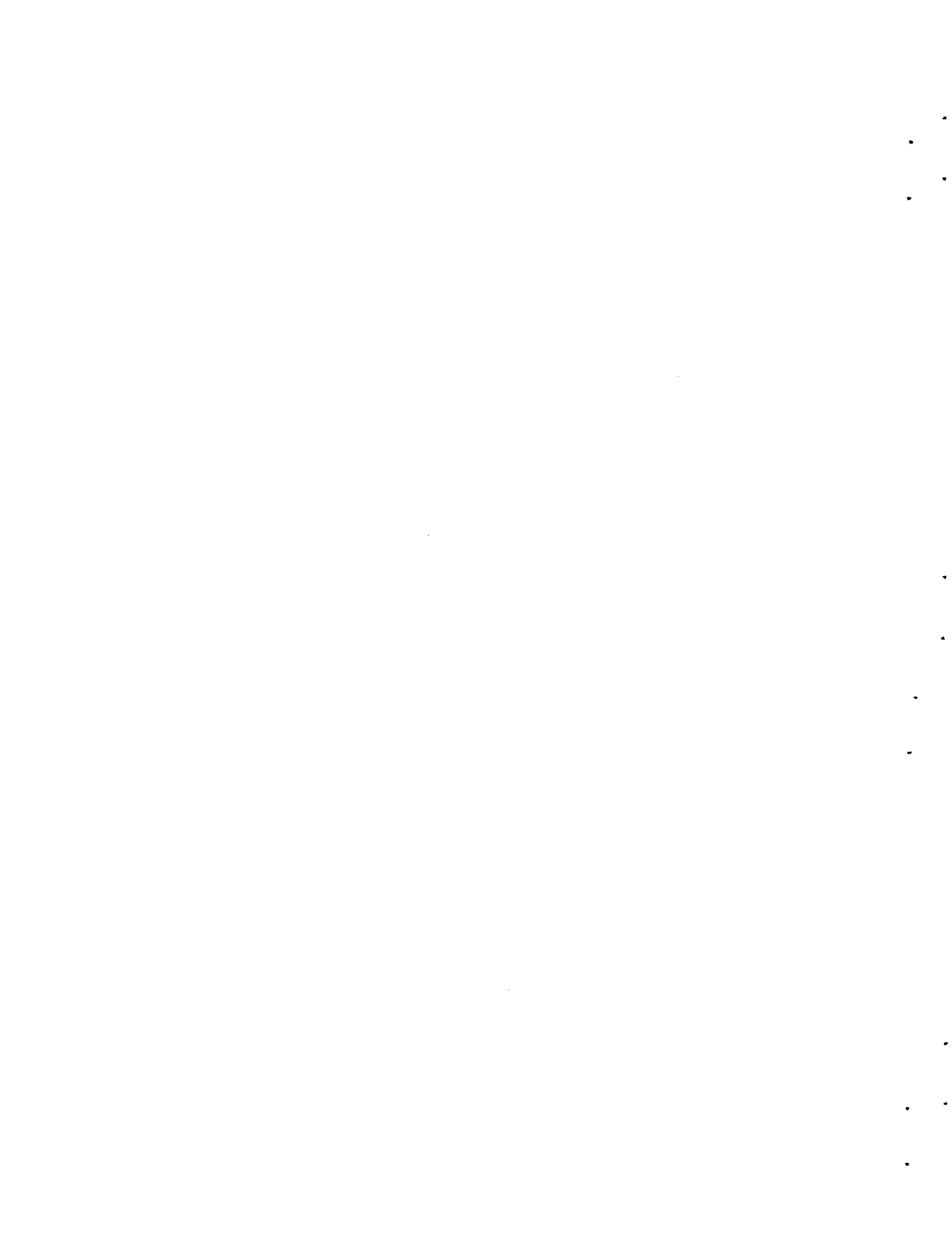


Table II

CARICOM: Major Intra-Regional Importers
by commodities

<u>Commodity</u>	<u>Producers</u>	<u>Main buyers</u>	(in pounds)	
			<u>1972</u>	<u>1973</u>
<u>Carrots</u>	St. Vincent Barbados	Trinidad (St. Vincent (1)) (Barbados (2))	246,000	573,000
		Guyana (Barbados)	7,500	40,000
		St. Lucia (both)	3,000	15,000
<u>Peanuts</u>	St. Vincent	Guyana	48,000	105,000
<u>Tomatoes</u>	Barbados St. Vincent	Dominica	7,000	...
		St. Lucia	400	8,500
<u>Red Kidney Beans</u>	-	-	-	-
<u>Black Pepper</u>	Barbados	Trinidad	1,040	2,800
		St. Lucia	3,500	5,300
		Guyana	...	1,700
		Jamaica	...	2,700
<u>Sweet Pepper</u>	-	-	-	-
<u>Garlic</u>	-	-	-	-
<u>Onions</u>	Barbados	Trinidad	516,000	857,000
		Guyana	283,000	148,150
		Jamaica	280,000	...
		St. Vincent	20,000	25,000
<u>Potatoes (not sweet)</u>	St. Vincent	St. Vincent	2,000	...
<u>Potatoes (sweet)</u>	Barbados St. Lucia	Trinidad (from St. Vin.) (traditional)	2,029,987	



CARICOM: Major Intra-Regional Importers
by commodities

<u>Commodity</u>	<u>Producers</u>	<u>Main buyers</u>	(in pounds)	
			<u>1972</u>	<u>1973</u>
<u>String Bean</u>	-	-	-	-
<u>Cinnamon</u>	Grenada (1) Barbados	Guyana Trinidad St. Lucia	996	16,900 350 ...
<u>Cloves</u>	Grenada	Guyana Trinidad	1,585 1,540
<u>Cabbages</u>	Barbados	Guyana		12,500
<u>Plantains</u>	St. Lucia (1) St. Vincent (2) Guyana (3)	Barbados St. Lucia St. Vincent Guyana	388,000	257,000
<u>Pork Products</u>	-		-	-
<u>Poultry</u>	-		-	-
<u>Eggs (dozen)</u>	Barbados	St. Lucia St. Vincent		3,000 (doz. small quantity)
<u>Okra</u>	-			
<u>Oranges</u>	St. Vincent St. Lucia Guyana	Barbados (from Guyana) Antigua	41,300 lbs. small	97,700
<u>Pineapples</u>	Guyana St. Lucia soon Antigua	Barbados	11,000	22,000
<u>Pigeon Peas</u>	-			

Source: Information made available to ECLA.



Table III

ST. VINCENT MAIN EXPORTS OF AMP ITEMS
1969-1973

Year	Sweet Potatoes		Carrots		Peanuts		Plantains*	
	Quantity	Value	Q	Value	Q	Value	Q	Value
1969	4,665,000	355,500	8,025	2,000	59,120	35,200	82,600*	4,332
1970	2,190,000	285,900	22,240	7,432	111,000	59,700	37,912	5,305
1971	2,900,000	208,600	186,000	39,800	149,260	91,000	60,944	9,573
1972	3,160,000	295,700	358,100	107,370	105,700	65,200	88,600	19,000
1973	3,049,000	345,000	519,500	149,800	102,800	78,000	112,500	16,000

* The figures for plantains represent the Marketing Board's exports only, and amount to approximately 30-40% of total plantain exports. The bulk is shipped by speculators under licence from the Marketing Board.

Source: Information made available to ECLA.

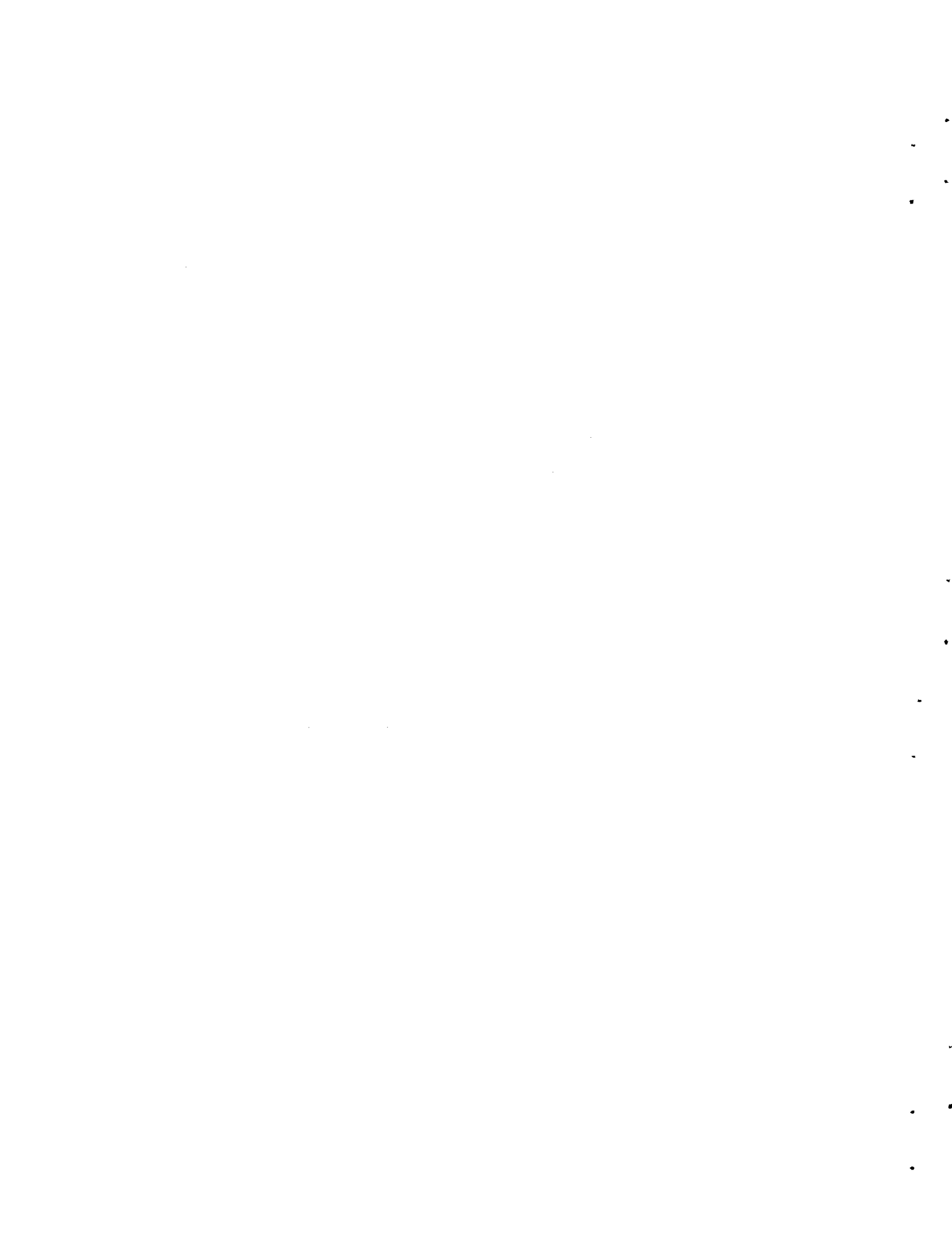


Table IV

TRINIDAD & TOBAGO CARROT TRADE WITH CARICOM COUNTRIES
(Trinidad monthly requirements. CARICOM countries
projected supplies, commitments under AMP and actual
purchases of Trinidad & Tobago)

('000 lbs)

May 1973-August 1974

Month	T & T month- ly re- quire- ment	JAMAICA			BARBADOS			ST. VINCENT			MONTSERRAT		
		Pro- ject- ed sup- ply	Com- mit- ment	Effec- tive trade	Pro- ject- ed sup- ply	Com- mit- ment	Effec- tive trade	Pro- ject- ed sup- ply	Com- mit- ment	Effec- tive trade	Pro- ject- ed sup- ply	Com- mit- ment	Pro- ject- ed sup- ply
May '73	140	120	120	0	100	-	0	20	20	60	-	-	
June	140	120	120	40	50	-	0	20	20	63	-	-	
July	140	40	40	0	85	85	0	20	20	14	-	-	
Aug.	140	-	-	0	150	140	0	20	-	32	-	-	
Sept.	140	-	-	0	150	140	0	20	-	33	-	-	
Oct.	140	-	-	N.A.	200	140	N.A.	20	-	N.A.	-	-	
Nov.	150	-	-	-	-	-	-	-	150	22.8	0	-	
Dec.	150	-	-	-	-	-	-	-	150	37.5	0	-	
Jan '74	100	100	29	0	200	56	-	20	100	101.5	0	-	
Feb.	100	400	56	0	200	29	1.4	20	100	85.1	0	24.2	
Mar.	150	300	81	0	200	54	-	20	150	126.0	0	-	
Apr.	150	200	54	0	300	81	-	20	150	-	-	-	
May	120	-	-	-	50	-	-	200	120	231.1	-	-	
June	120	-	-	-	50	-	-	200	120	142.2	-	-	
July	150	-	-	-	50	-	-	200	150	158.1	-	-	
Aug.	150	-	-	-	200	-	-	200	150	66.0	-	-	

Source: On the basis of information made available to ECLA.

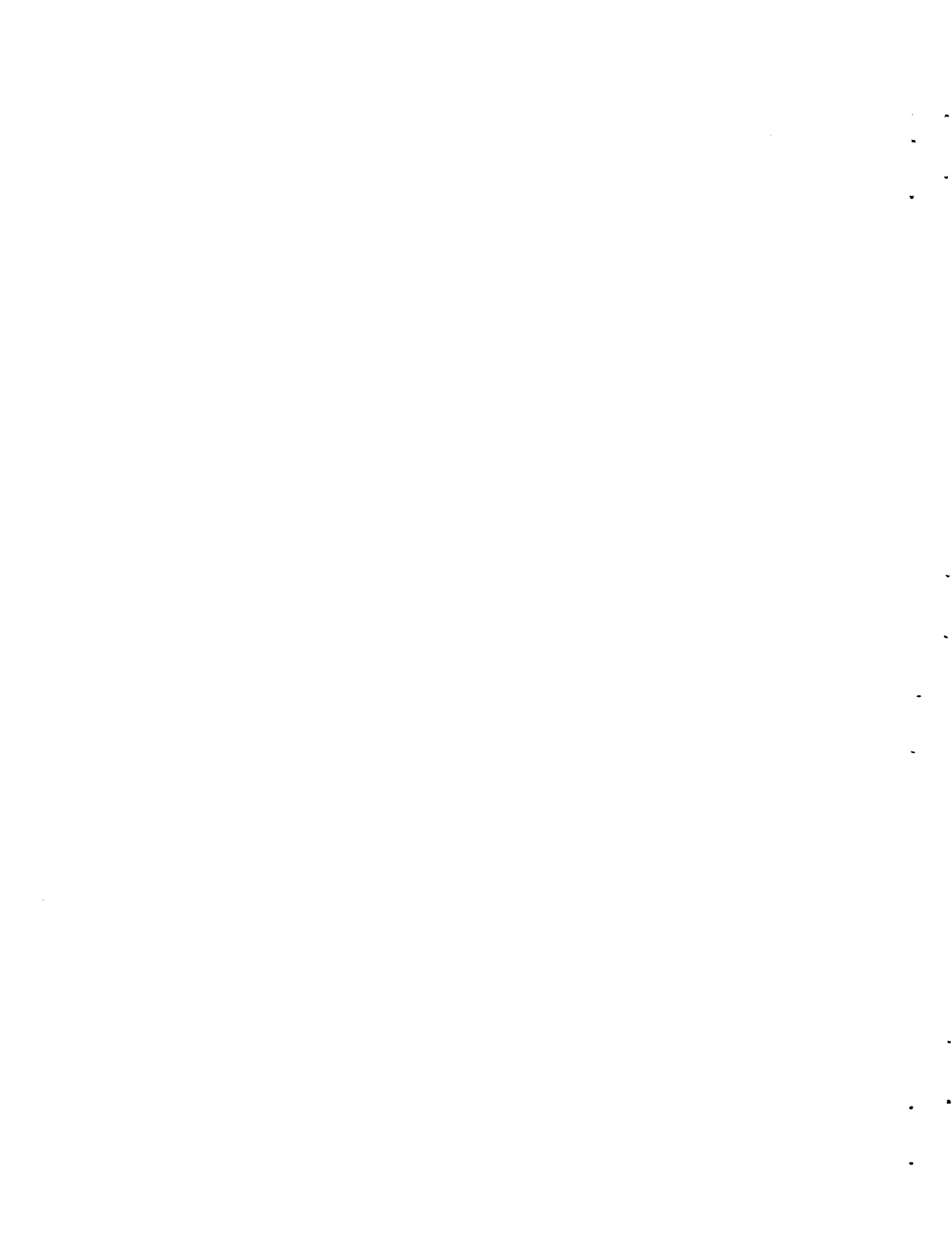


Table V

Commitments and actual supplies of carrots to Trinidad Market

CARROTS
(GMS)

By ECCM countries under GMS
November 1972-April 1973

Month	ANTIGUA		MONTSERRAT		ST.KITTS-N-A		ST.VINCENT	
	Comm.	Actual supplies	Comm.	Actual supplies	Comm.	Actual supplies	Comm.	Actual supplies
Nov. '72	10	0	-	0	10	0	50	12.9
Dec. '72	10	0	-	0	10	0	50	4.3
Jan. '73	10	0	10	0	10	0	50	19.2
Feb. '73	10	0	10	0	10	0	50	31.6
Mar. '73	10	0	10	0	10	0	50	43.3
Apr. '73	10	0	10	0	10	0	50	77.9

Source: On the basis of information made available to ECLA.

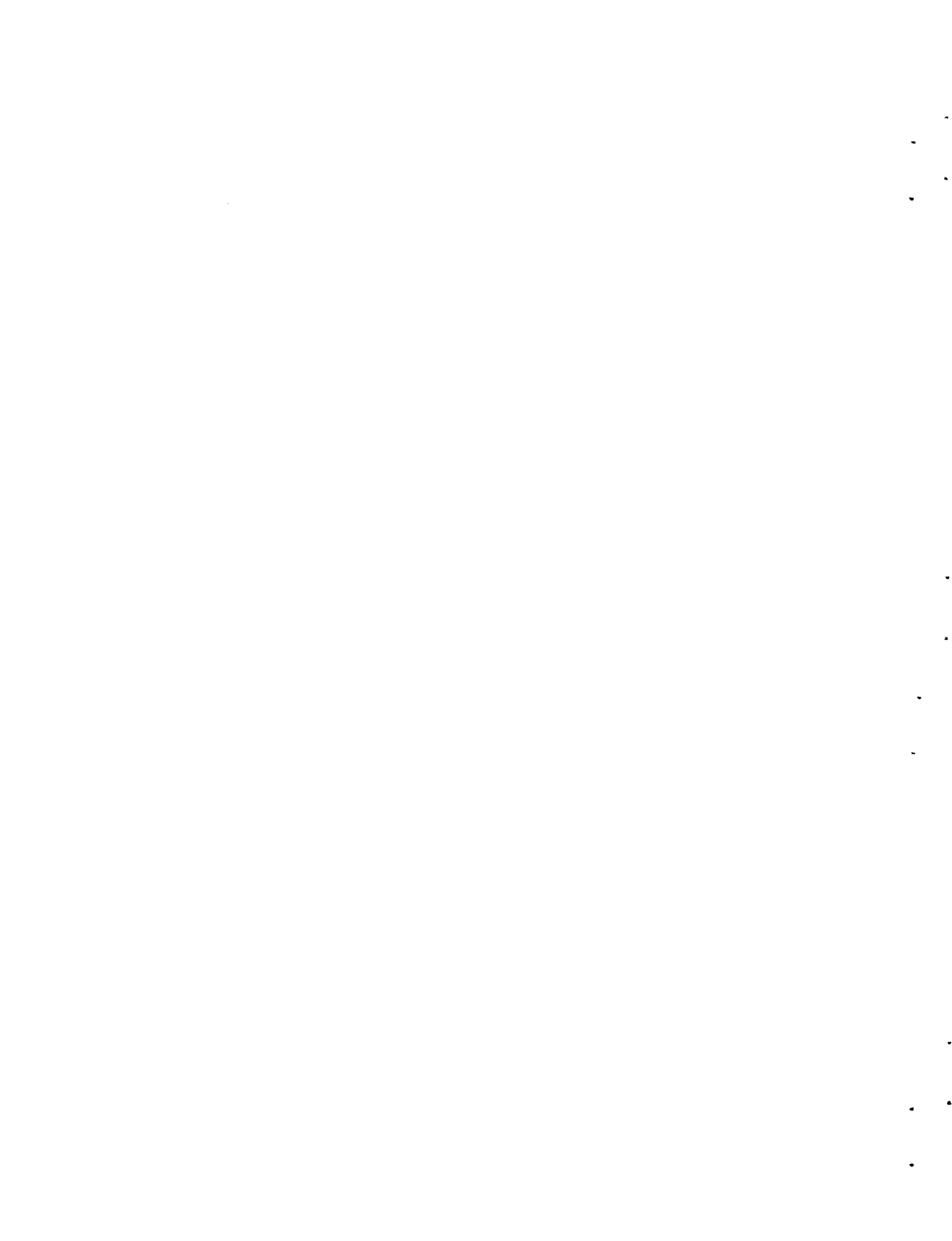


Table VI

Trinidad & Tobago Sweet Potato Trade with St. Vincent

May 1973-August 1974

('000 lbs)

MONTH	St. Vincent projected supply	Trinidad		Shortage	Surplus
		Commitment	Actual purchase		
May '73	450	300	282	18	
June '73	450	300	98	202	
July '73	450	300	39	261	
Aug. '73	450	300	103	197	
Sept. '73	450	300	40	260	
Oct. '73	450	300	-	-	
Nov. '73	450	300	349.6	-	49.6
Dec. '73	450	300	274.6	25.4	
Jan. '74	500	300	313.4	-	13.4
Feb. '74	500	300	258.1	41.9	
Apr. '74	500	300	-	-	
May '74	500	200	386.6		186.6
June '74	500	350	223.3	26.7	
July '74	500	350	352.5		2.5
Aug. '74	450	300	287.4	12.6	

Source: On the basis of information made available to ECLA.

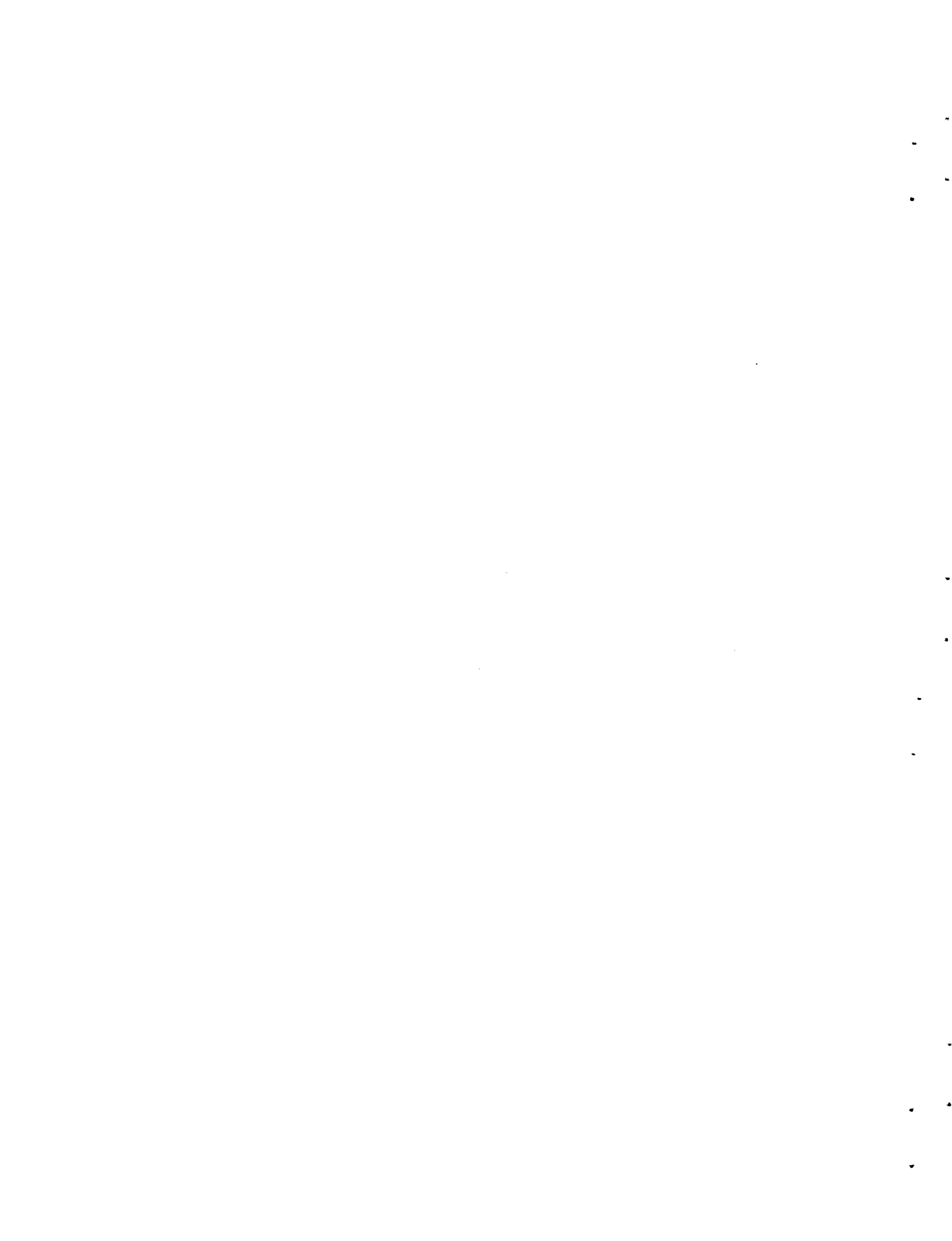


Table VII

Monthly Balances Reported due One LDC Marketing Board
By One MDC

<u>Month</u>	<u>1972</u>	<u>1973</u>
January	72,478.20	37,802.77
February	131,912.67	85,865.03
March	103,857.45	116,891.87
April	154,296.76	146,671.39
May	205,300.08	91,649.32
June	44,870.75	114,657.98
July	64,701.48	29,364.28
August	86,016.28	42,574.93
September	78,564.10	51,333.27
October	98,890.70	78,254.55
November	92,890.70	77,707.57
December	25,741.43	123,488.59

Source: Information made available to ECLA.

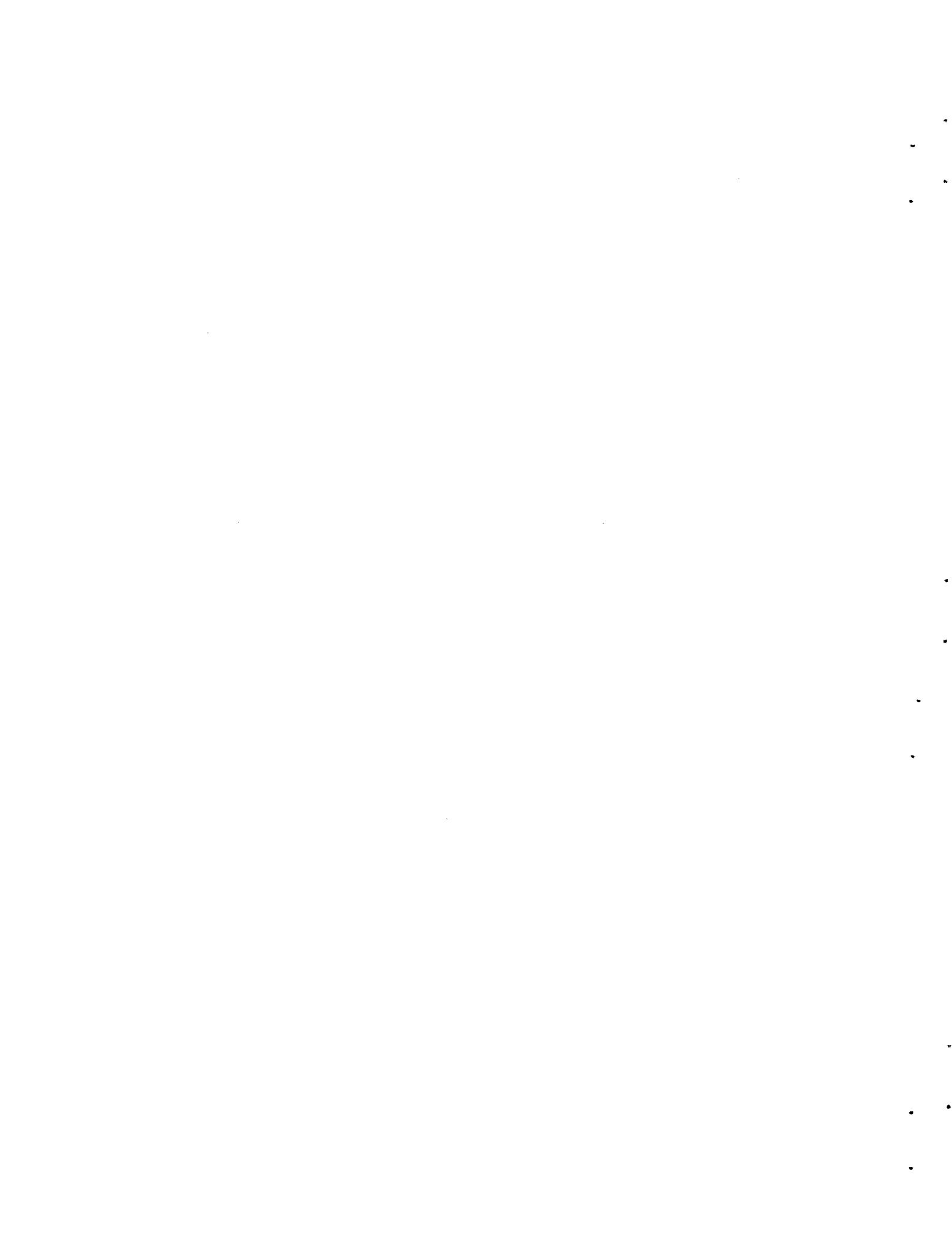


Table VIII

AMP PRODUCTS: TOTAL IMPORTS
(Selected Countries)
(Jan-Dec)

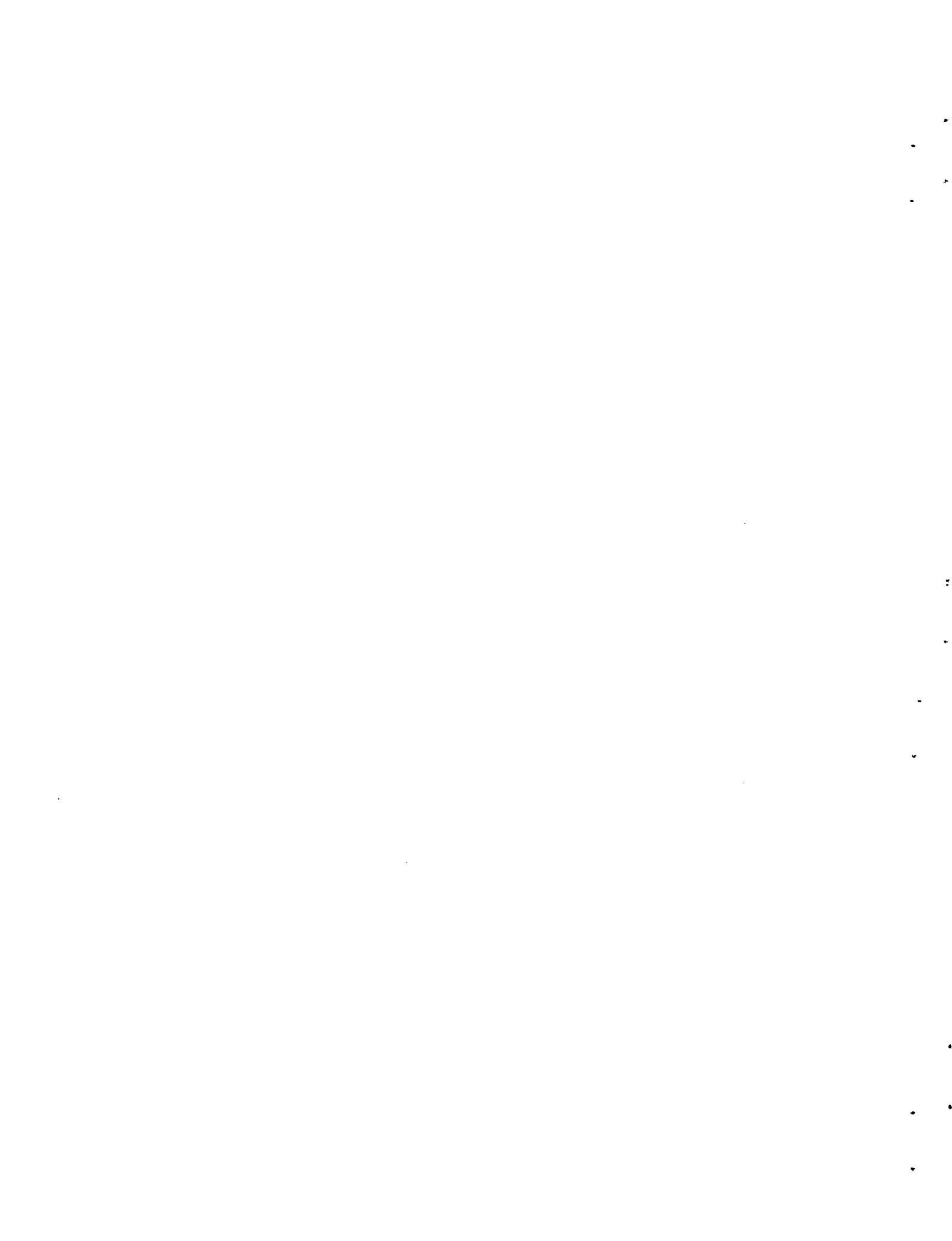
<u>Commodity</u>	<u>Importing Country</u>	(000 lbs)	
		<u>1972</u>	<u>1973</u>
Carrots	Barbados	217.0	Jan-Nov 278.7
	Guyana	55.0	
	St. Lucia	32.5	62.0
	St. Vincent	Jan-Aug 0.4	
Peanuts	Barbados	203.1	Jan-Nov 189.7
	Guyana	588.9	377.6
	St. Lucia	47.9	43.8
	Grenada	-	June-July Oct-Dec 17.7
Tomatoes	Barbados	162.2	Jan-Nov 165.1
	St. Lucia	32.3	56.2
Red Kidney Beans	Guyana	1.1	
	St. Lucia	26.9	8.3
	Grenada	-	June-July Oct-Dec 1.8
	Barbados		Jan-Nov 1.9
Black Pepper	Barbados	85.9	Jan-Nov 122.9
	Guyana	80.2	76.3
	St. Lucia	3.4	11.0
	St. Vincent	Jan-Aug 9.1	-
	Grenada		June-July Oct-Dec 4.0
Sweet Pepper	St. Lucia	0.3	3.8
	Barbados		Jan-Nov 7.3



<u>Commodity</u>	<u>Importing Country</u>	(000 lbs)	
		<u>1972</u>	<u>1973</u>
Garlic	Barbados	27.5	Jan-Nov 42.0
	Guyana	190.4	150.0
	St. Lucia	64.0	60.2
	St. Vincent	Jan-Aug 11.5	
	Grenada		June-July 8.3 Oct-Dec
Onions	Barbados	2,840.6	Jan-Nov 2,628.6
	Guyana	4,538.3	2,439.0
	St. Lucia	712.4	1,082.1
	St. Vincent	Jan-Aug 238.7	
	Grenada	...	June-July 172.9 Oct-Dec
Potatoes (not sweet)	Barbados	11,579.3	14,670.4
	Guyana	22,377.0	10,239.3
	St. Lucia	850.7	1,199.5
	St. Vincent	Jan-Aug 452.6	...
	Grenada		June-July 300.9 Oct-Dec
Potatoes (sweet)	St. Lucia	2.8	...
	Barbados	...	489.1
Cinnamon	Barbados	6.4	9.8
	Guyana	13.6	3.8
	St. Lucia	0.02	0.05
	St. Vincent	Jan-Aug 0.02	
Cloves	Barbados	4.9	Jan-Nov 7.6
	Guyana	2.6	0.7
	St. Lucia	0.03	0.05
Cabbages	Barbados	337.0	Jan-Nov 273.4
	St. Lucia	41.4	58.8
	St. Vincent	Jan-Aug 28.3	...



Commodity	Importing Country	(000 lbs)	
		1972	1973
Plantains	Barbados	571.6	Jan-Nov
			719.7
Fresh Pork	Barbados	47.0	Jan-Nov
			45.9
	St. Lucia	408.7	7.3
	Grenada	...	June-July Oct-Dec 2.0
Pickled Pork	Barbados	3,496.9	Jan-Nov
			3,254.5
	St. Vincent	70.1	...
	Grenada	...	June-July Oct-Dec 224.1
Bacon	Barbados	386.4	Jan-Nov
			228.6
	St. Lucia	47.3	54.9
	St. Vincent	Jan-Aug 14.1	...
Grenada	...	June-July Oct-Dec 18.5	
Ham	Barbados	918.1	Jan-Nov
			222.6
	St. Lucia	114.1	140.5
	St. Vincent	Jan-Aug 31.3	
Sausage	St. Lucia	50.6	114.9
	St. Vincent	Jan-Aug 78.8	
Poultry meat (whole) (including chicken parts)	Barbados	455.1	Jan-Nov
			684.8
	St. Lucia	1,881.4	1,710.8
	Grenada (include parts)	...	June-July Oct-Dec 291.6
Poultry parts	Barbados	6,642.1	Jan-Nov
			2,808.4
	St. Vincent	Jan-Aug 839.5	



<u>Commodity</u>	<u>Importing Country</u>	(000 lbs)	
		<u>1972</u>	<u>1973</u>
Eggs (000 doz)	Barbados	212.1	Jan-Nov 193.2
	St. Lucia	3.4	11.6
	St. Vincent	60.6	...
Okras (000 lbs)	Barbados	...	Jan-Nov 1.0
	Barbados	3,084.1	Jan-Nov 1,770.3
Oranges (000 lb)	St. Lucia	2.5	0.9
	St. Vincent	Jan-Aug 11.1	...
	Barbados	116.2	211.5
Pineapples	St. Lucia	3.6	8.8
	Guyana	131.6	
Pigeon Peas (fresh or dry)	St. Lucia	40.1	30.6
	St. Vincent	Jan-Aug 152.6	
	Barbados	...	Jan-Nov 434.3
Pigeon Peas (canned)	Grenada		June-July Oct-Dec 151.8
		-	-

Source: Information made available to ECLA.

100

100

100

100

100

100

100

100

Table IX

TRINIDAD & TOBAGO and JAMAICA

Total Selected Imports

1972

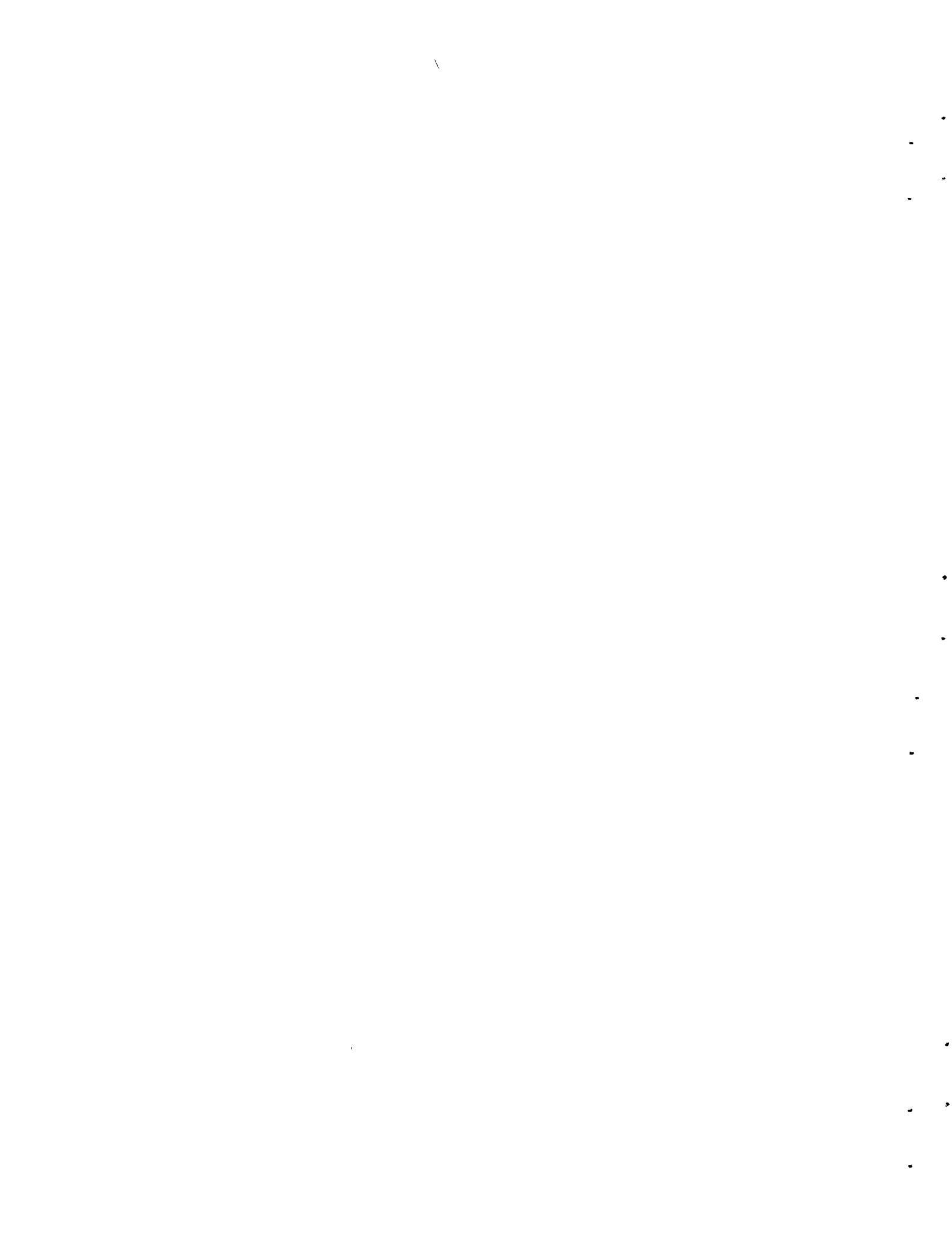
	<u>Trinidad & Tobago</u>		<u>Jamaica</u>		
	<u>lbs.</u>	<u>Value TT\$</u>	<u>lbs.</u>	<u>Value J\$</u>	
Carrots	105,048	35,786	Carrots	234,835	19,301
	<u>2,043,031</u>	<u>743,989</u>	Peanuts	1,238,484	180,000
	<u>2,148,079</u>	<u>779,775</u>	Onions	10,661,999	1,101,806
Groundnuts			Potatoes		
Shelled	31,556	1,120,016	(not sweet)
Unshelled	<u>3,473</u>	<u>142,825</u>	Potatoes		
	<u>35,039</u>	<u>1,262,841</u>	(sweet)
Onions	8,147,962	1,257,336	Cabbage	1,287,464	185,914
Potatoes					
(not sweet)	32,978,009	3,530,229			
Potatoes					
(sweet)	3,244,776	333,317			
Cabbage					
(fresh)	826,050	222,490			

Source: Information made available to ECLA.



QUESTIONNAIRE

Enquiry into Performance of ECCM Countries
under
AMP & GMS



ENQUIRY INTO PERFORMANCE OF ECCM COUNTRIES

AMP; AGRICULTURAL MARKETING PROTOCOL

GMS; GUARANTEED MARKET SCHEME

UNDER AMP & GMS.

This Schedule was drawn up for the purpose of serving mainly as a guideline for this enquiry.

Country or
Territory

I. LEVEL OF COUNTRY REPRESENTATIVE

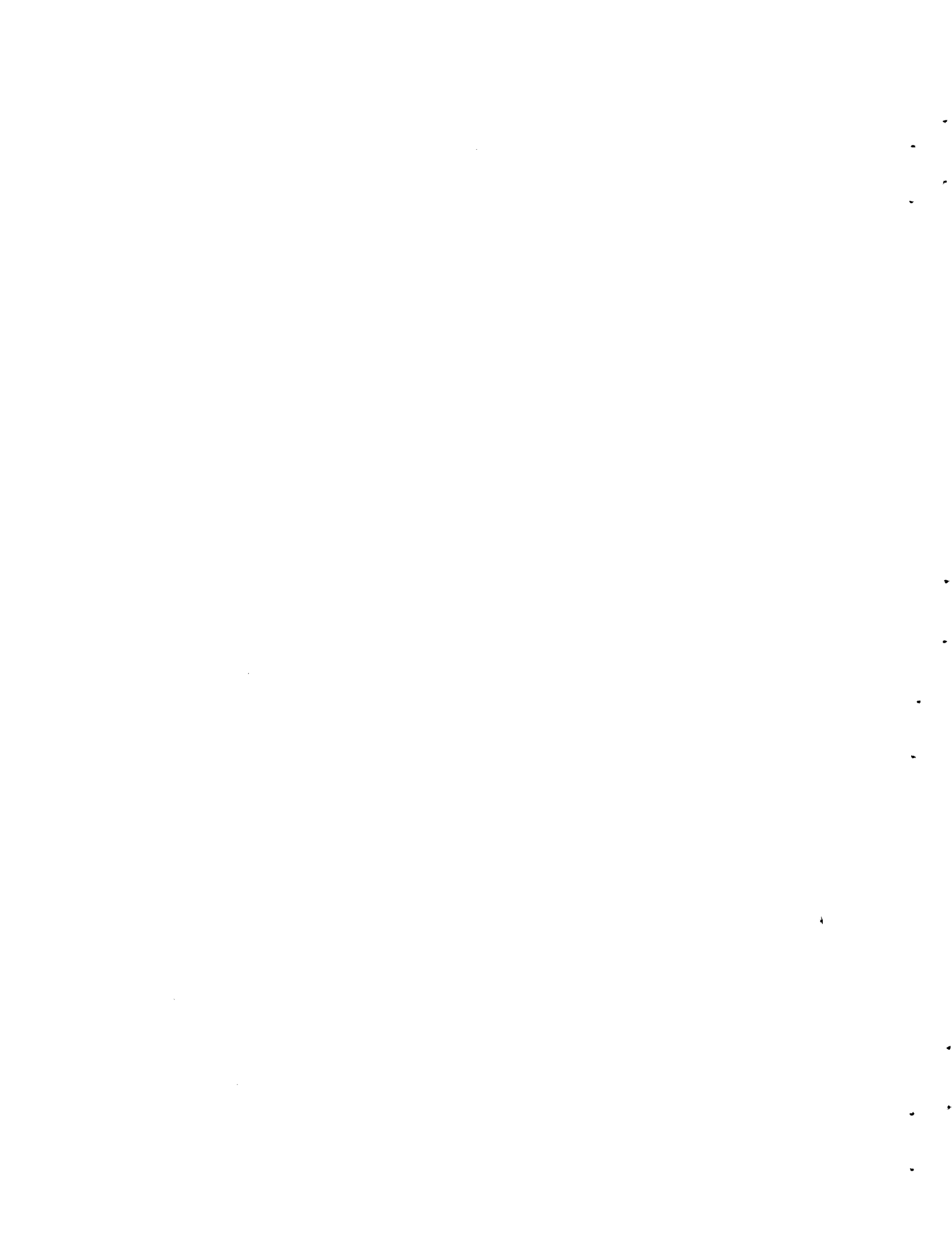
A. Preparations for AMP & GMS meetings by country representative with regards to;

1. Availability of supply through the following sources;

(a) Producers
.....
.....
.....
.....

(b) Ministry of Agriculture
.....
.....
.....
.....

(c) Marketing Board
.....
.....
.....
.....



(d) Commercial Agents
.....
.....
.....
.....

(e) Cooperatives
.....
.....
.....
.....

(f) Other sources (namely)
.....
.....
.....
.....

2. Guideline for official position at meeting discussed with;
(check the convenient boxes)

Yes	No	
<input type="checkbox"/>	<input type="checkbox"/>	(a) Minister of Agriculture
<input type="checkbox"/>	<input type="checkbox"/>	(b) Minister of Trade
<input type="checkbox"/>	<input type="checkbox"/>	(c) Permanent Secretary, Ministry of Agriculture
<input type="checkbox"/>	<input type="checkbox"/>	(d) Permanent Secretary, Ministry of Trade
<input type="checkbox"/>	<input type="checkbox"/>	(e) Other Trading Associations
		Private <input type="checkbox"/> Yes <input type="checkbox"/> No
		Public <input type="checkbox"/> Yes <input type="checkbox"/> No



Explain if necessary
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.....
.....
.....

B. Dispositions taken after the Meetings.

1. Report to the Ministries and other Trading Associations -

(a) to what Ministries do the delegate report?

.....
.....

(b) does he inform other trading agencies?

.....
.....

2. How does the information get to the producers?
(check the adequate box)

- by direct contact (explain)
- by radio or newspaper (explain)
- by extension service (explain)
- other means - indicate
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3. What are the other actions taken to ensure the implementation of the commitment?

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Organisation of production; with regard to -

(a) Acreage

(i) Was the area under the crops estimated?

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.....

(ii) Was yield taken into account?

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.....

(iii) What else?

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(b) Credit

	<u>Gov't.</u>	<u>Bank</u>	<u>Individual</u>
(i) Source of credit (if any)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

.....
.....
.....

(ii) Terms of credit (short, medium or long - explain)

.....
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.....

(iii) Rate of interest: %

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(c) Inputs (Seeds, fertilizers, implements, etc.)

(i) Has the Government given some facilities in the form of subsidies, seeds, plant material, etc?

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(ii) Were they given on instalments?

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(d) Marketing (crop gathering, grading & packaging)

(i) What is usually the programme of assistance at the farm level with regards to crop harvesting and storage?

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(ii) How does the delegate or the ministry usually plan the collection from all producers involved?

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.....

II. LEVEL OF MARKETING ORGANIZATION

A. Institutional Aspects

Public Private Mixed

(i) Nature of the organisation
(Please get a copy of the Legislation concerning this organisation)



Financial Position -

(ii) How the organisation gets its funds

Own State Subvention

□ □ □

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(iii) Membership, composition or staffing

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(iv) Administrative structure and main functions

Name of Unit
or Section

Functions
Name

(a)
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(b)
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.....

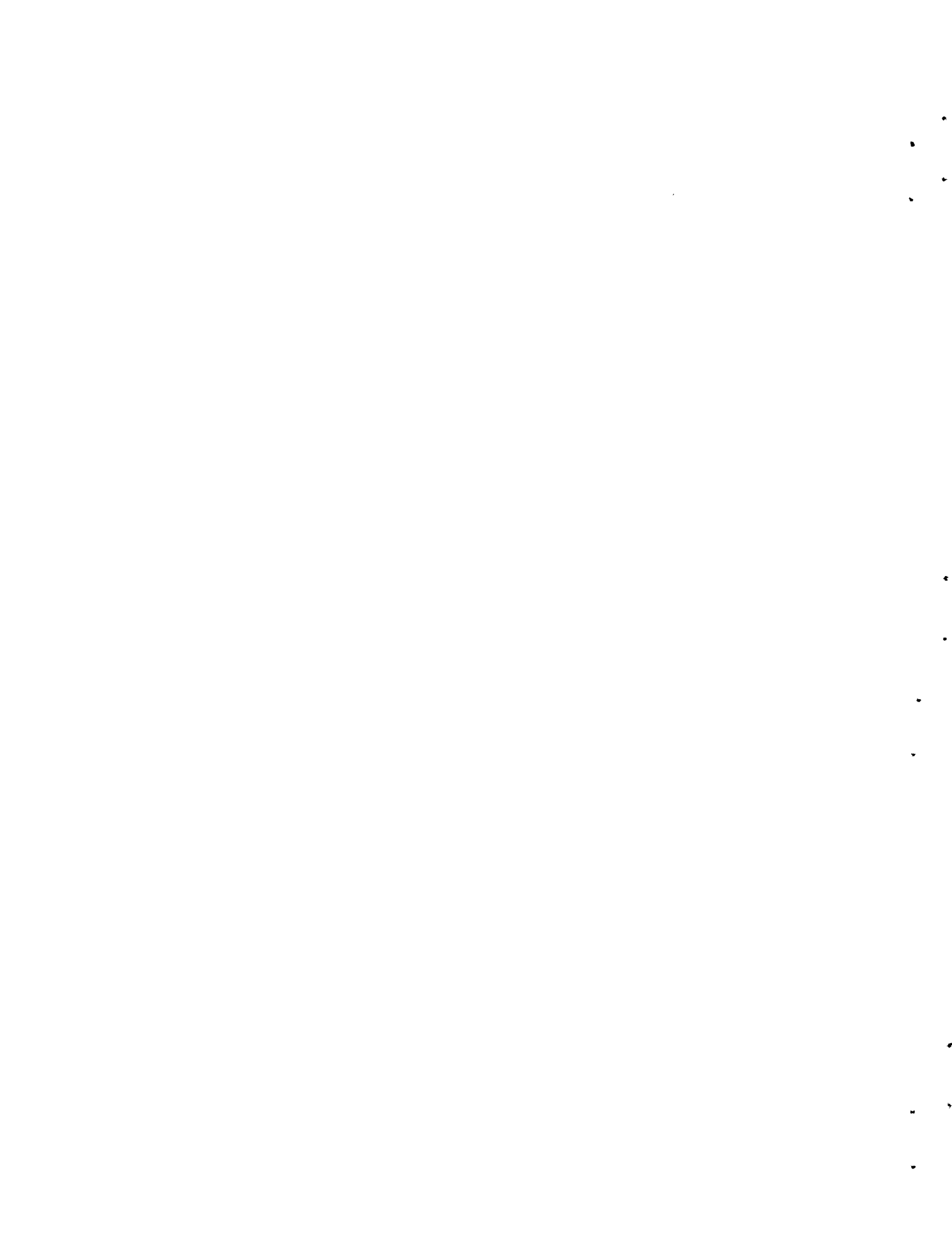
(c)
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(d)
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(e)
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.....

(v) Internal Regulations; (take a copy of them in the case they have been issued)

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B. Operational Aspects (general)

For each crop or product the following information is required.

- (i) Mode of contact with producers, (through buying agent, notes in the paper, over the radio, direct contact, through paid intermediaries). Please indicate.

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- (ii) Description of purchase operations from individual and groups of farmers. (Describe the whole process of transaction, timing of delivery, type of contracts (verbal or formal contract).

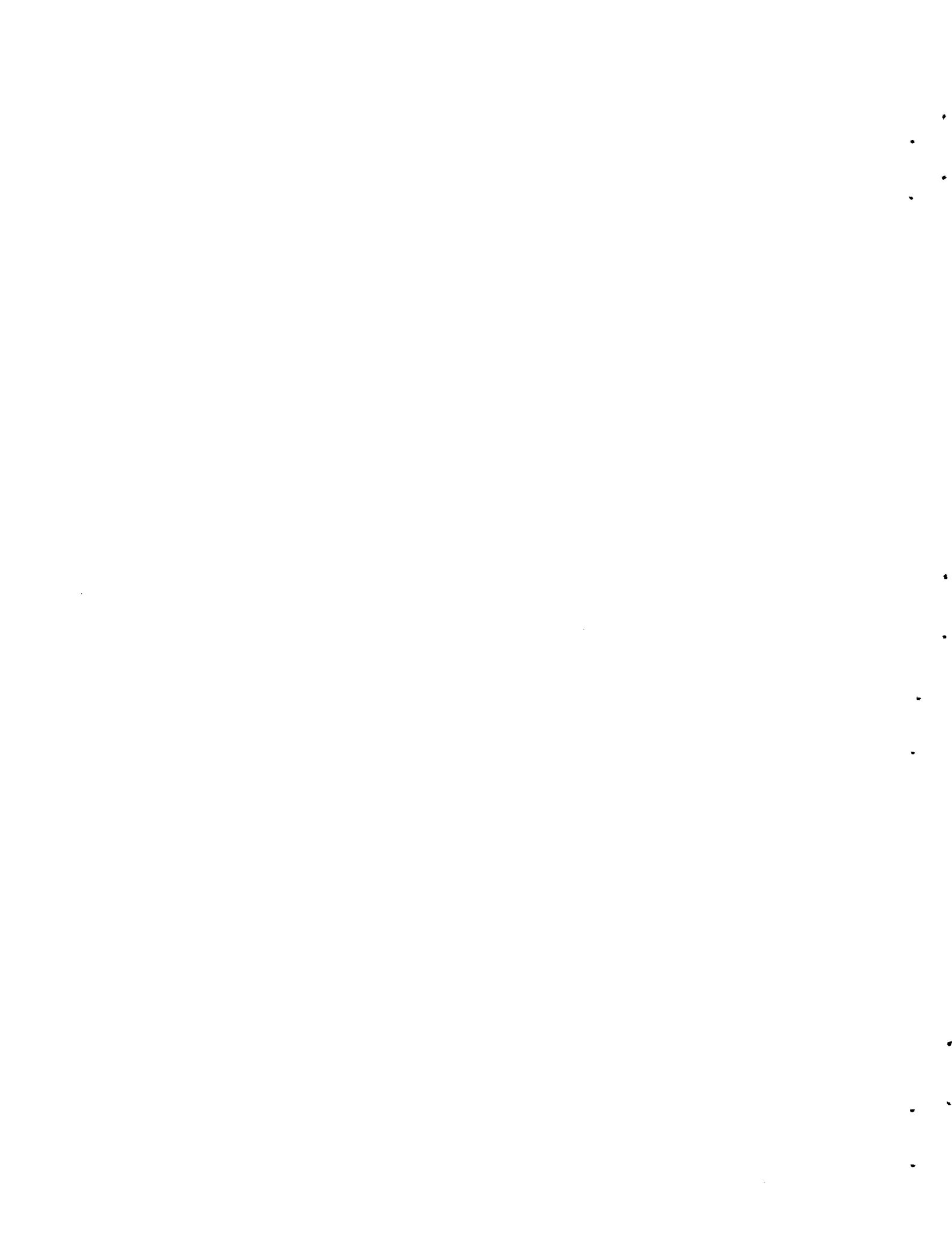
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Transaction with Individual Farmers

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Transaction with groups of farmers (ex; cooperatives)

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C. Marketing Aspect

1. Organisation of Collection; (Detailed description of collection from the farms to the Marketing Board Warehouses).

(a) Description

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Frequency of delivery from producers to Board

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(b) Type of containers used (transportation in bulk in bags or crates). Indicate by crop.

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(c) Grading, if any (explain)

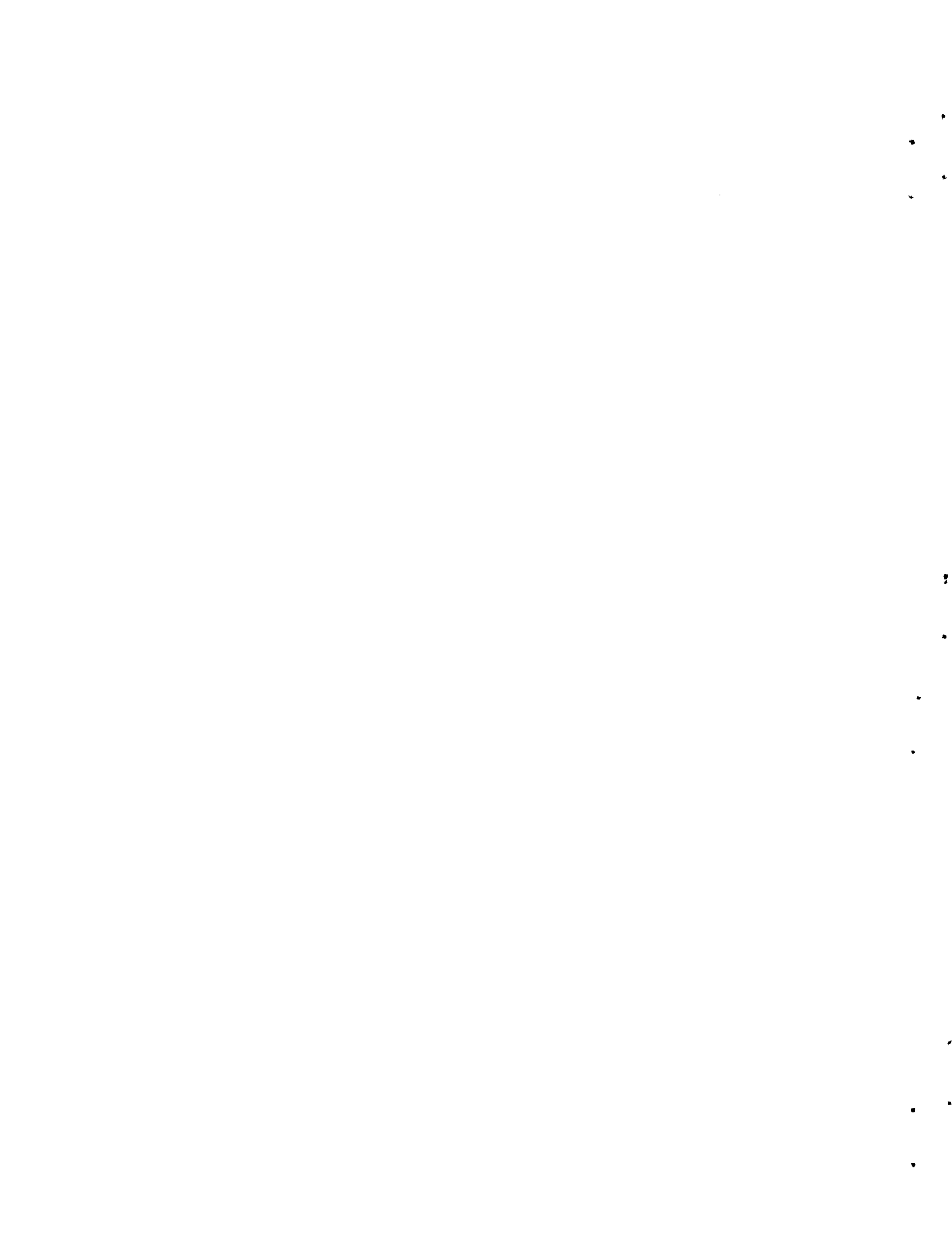
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(d) Estimate of storage capacity per crop. (Describe)

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(e) Coordination of shipping and collection on farms and storage in Warehouse of Marketing Board; (Explain in detail)

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2. Payment System

- Cash on delivery
- Partial Payment upon signing of contract and balance at delivery
- Other, specify

Explain in a few words how it operates for each crop. (Opinion of the Board).

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3. Pricing

How contract prices are established by the Marketing Boards. On what basis? (Cost of production or else - Explain)

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4. Usual weights and measures in use (other than the standard)

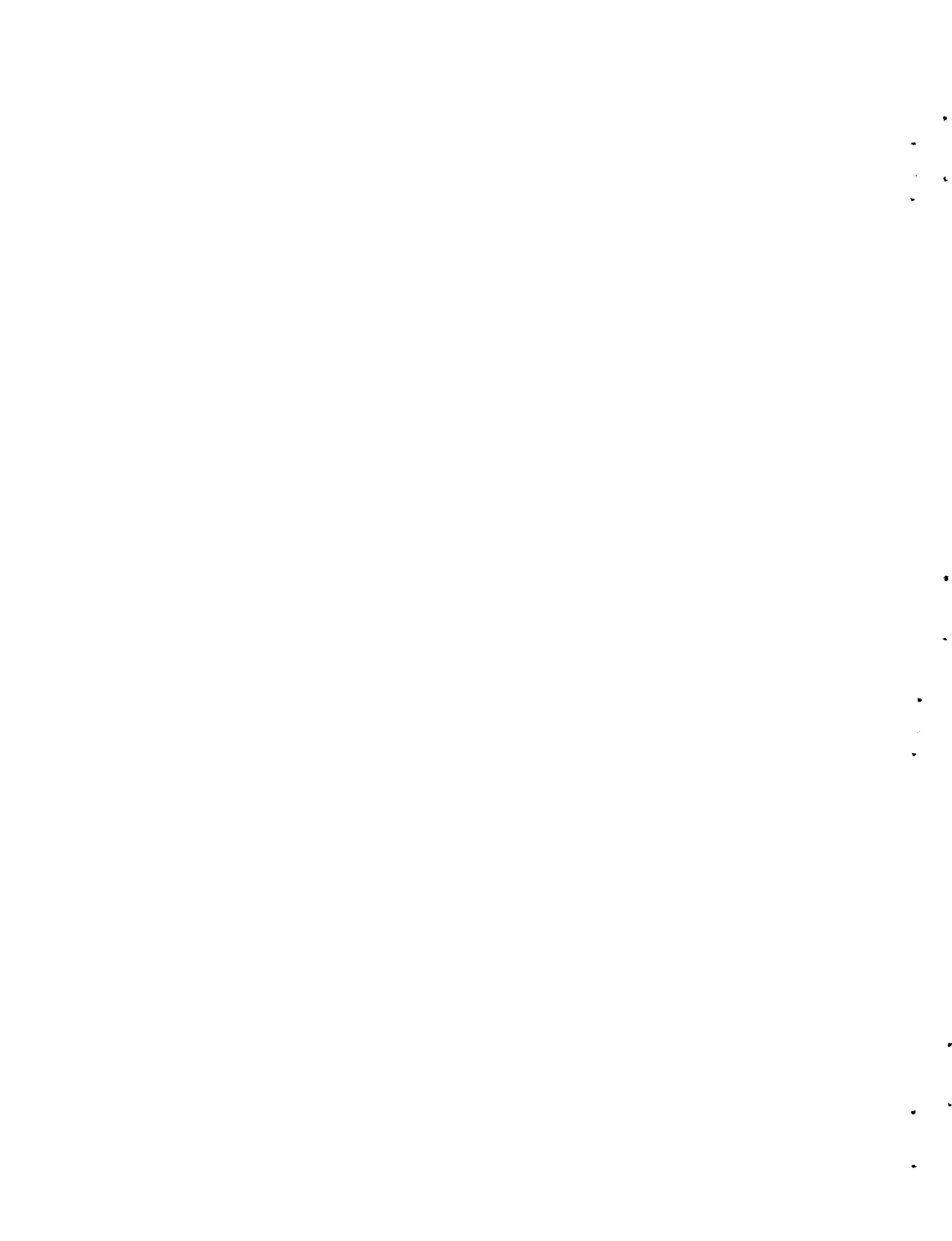
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5. Sanitary Inspection (when, where and how it is carried out?)

.....

6. Transportation

From Farm to Board; Organisation (explain)

.....

No. of trucks owned

No. of trucks hired (usually)

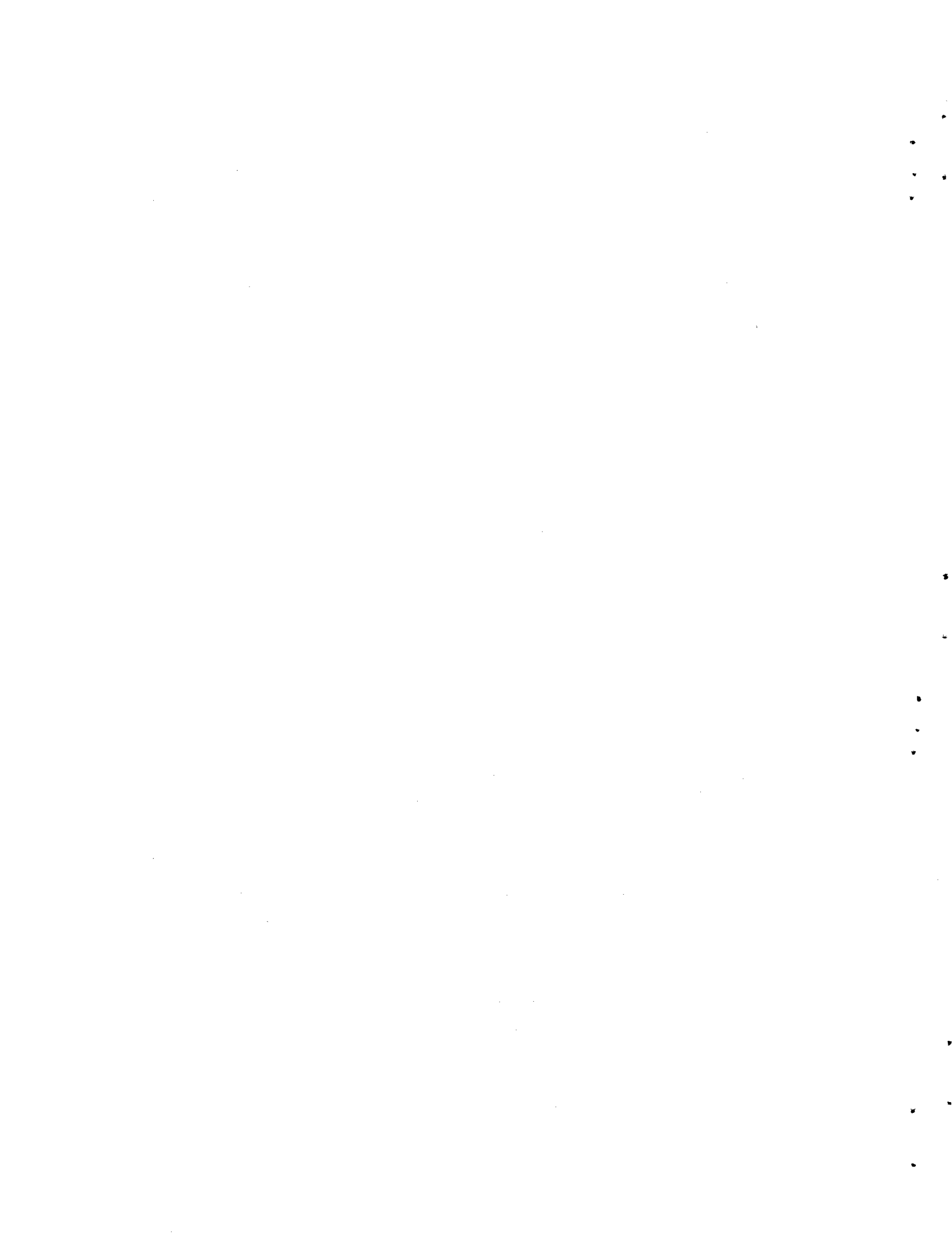
From Board to ship (explain)

.....

7. Organisation of Warehouses

(a) Total storage facilities by type, conditions and capacity.

TYPE	Condition (check one)		Type of Building Material			Vol. in Cubic Feet	Floor Area L x W
	New	Old	Con-crete	Wood	Other (explain)		
1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
3	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
4	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
5	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
6	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			
7	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>			



(b) Equipment (detail of the equipment).

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(c) Refrigerated or cooling capacity cubic feet ...

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(d) Personnel;

(a) number

(b) capacity - (No. of years of experience in trade).

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8. Statistical Data on former transactions. (export figures by product).

Available information on quantity by shipment and destination & prices. (information on a separate sheet).

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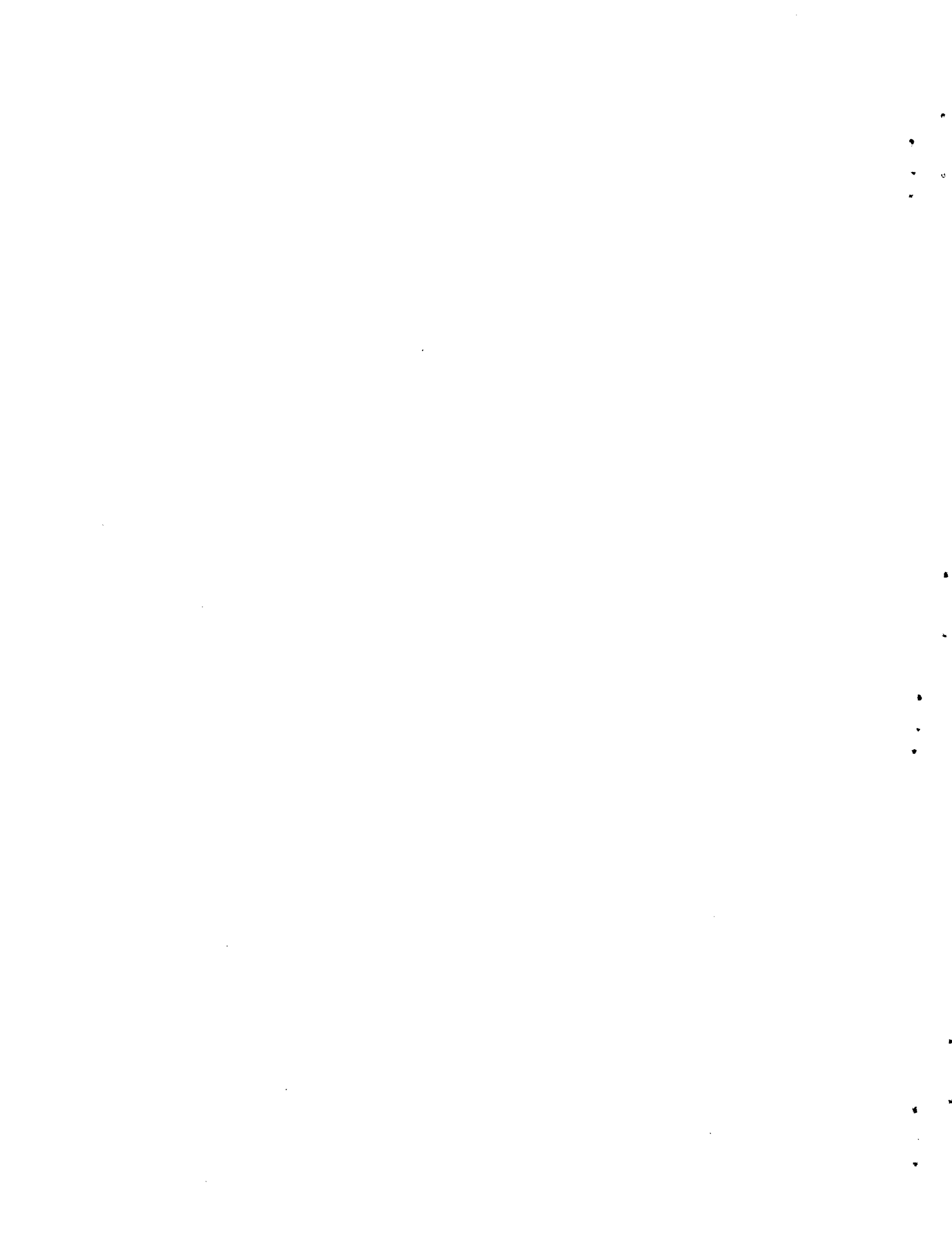
9. Difficulties encountered in meeting contract obligations with regards to:

Volume:

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Delivery dates:

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Shipping capacity:

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Product shelf life:

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Storage capacity:

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Local transport facilities:

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III. PRODUCTION LEVEL

1. How the farmer is informed on AMP & GMS? From what channel?
Explain.

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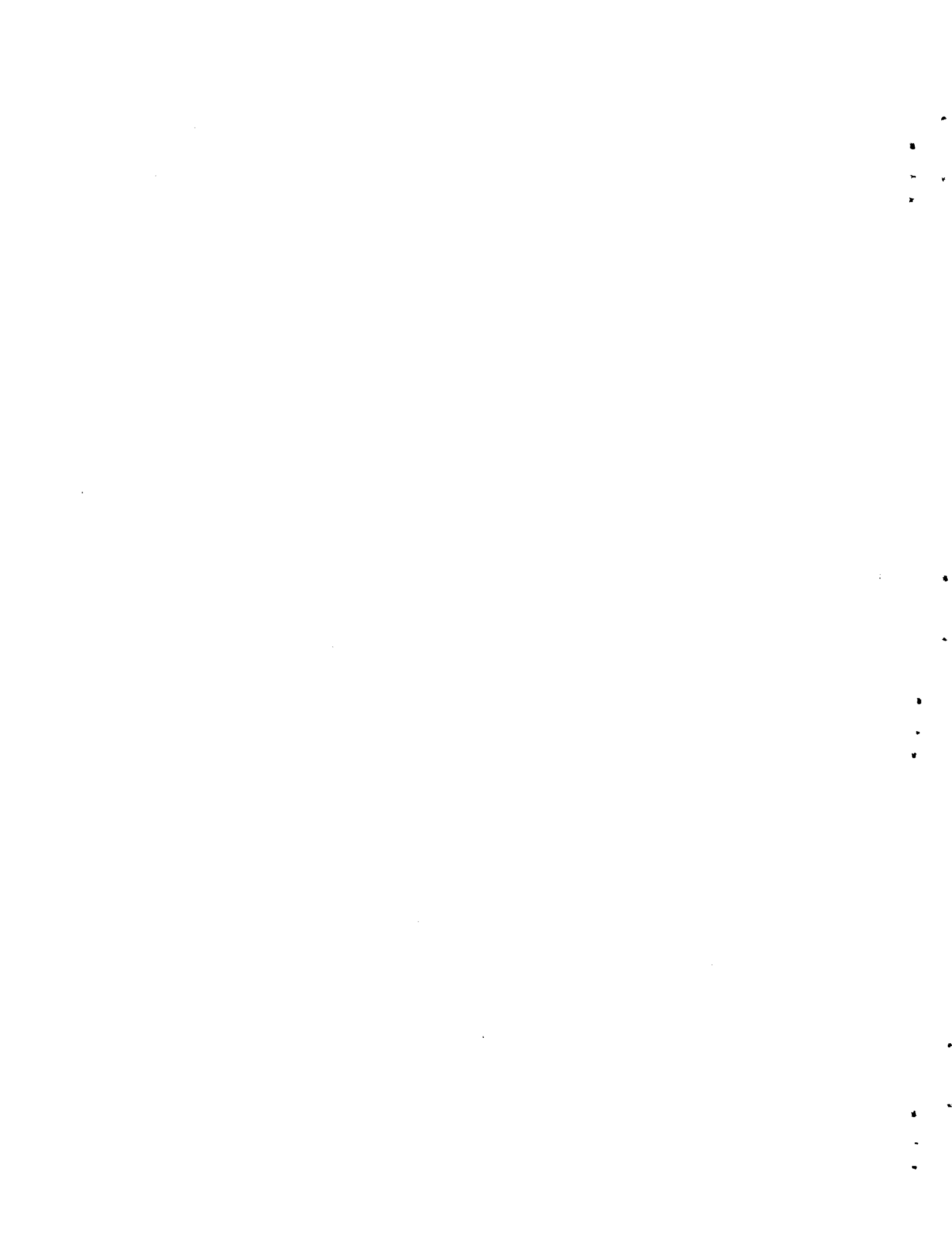
2. Farmers Organisation. (type of groupings) if any.

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.....

3. Means of production.

(i) How seeds or planting materials are obtained?

.....
.....



(ii) Do producers use fertilizers? Yes No

(iii) Who provides them? Government
 Self
 Other

4. Land preparation - with
 Government assistance Yes No
 Individual effort Yes No

Explain in detail -

.....

5. Number of producers and Acreage under each crop.

	<u>Number of Producer</u>	<u>Total Acreage</u>	<u>Average Size</u>
CROP 1			
CROP 2			
CROP 3			

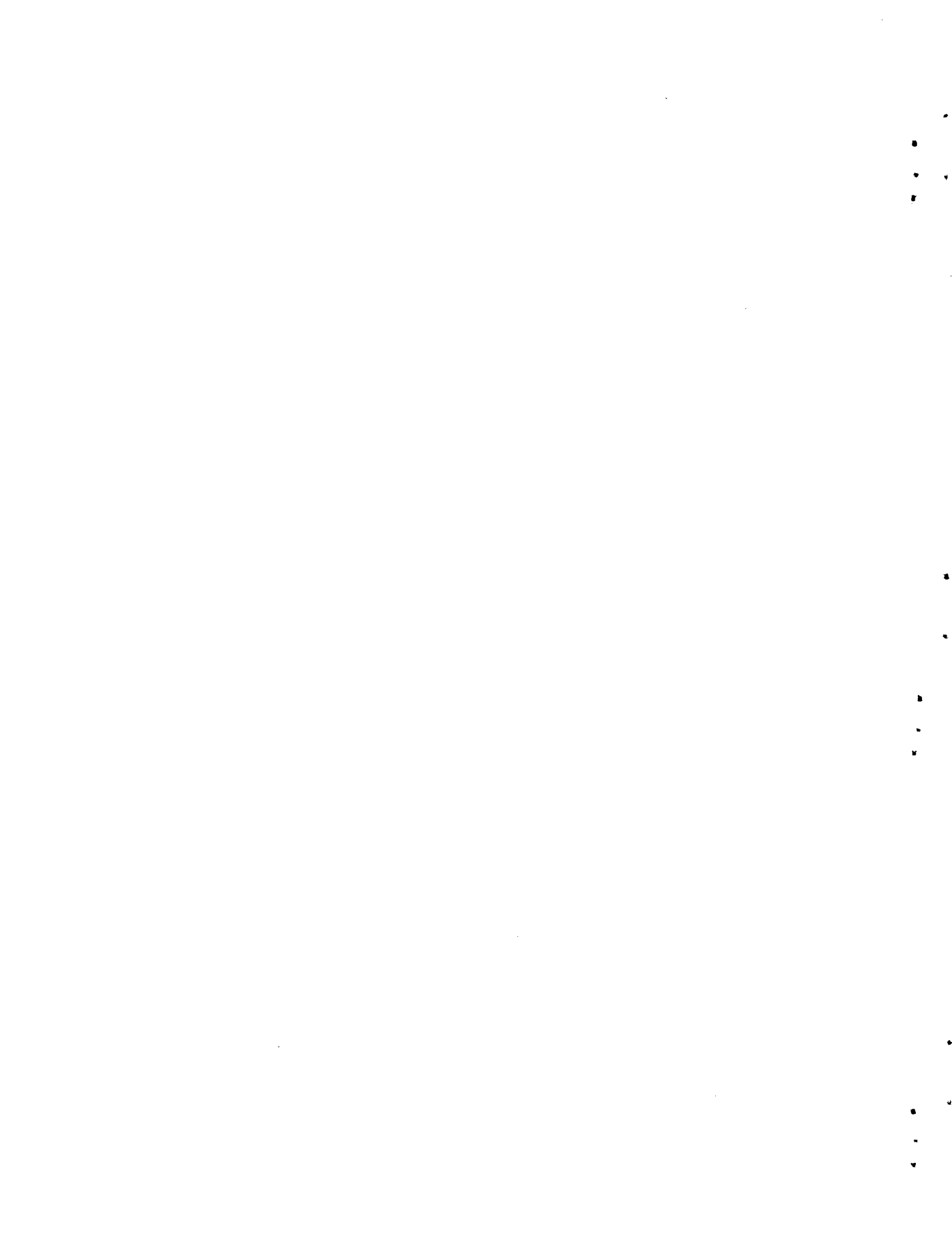
6. Crop Calendar

<u>Type of Crop</u>	<u>Planting time Month to Month</u>	<u>Harvest time Month to Month</u>	<u>Peak of Harvest (Month)</u>
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7. Cost of production;
 (See Extension Agent for model of cost schedule)

Cost of Production according to producer;
 Components;

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8. Grading:

Do the producer practice grading? What form? Explain

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9. Storage facility on farm;

Type of Installation

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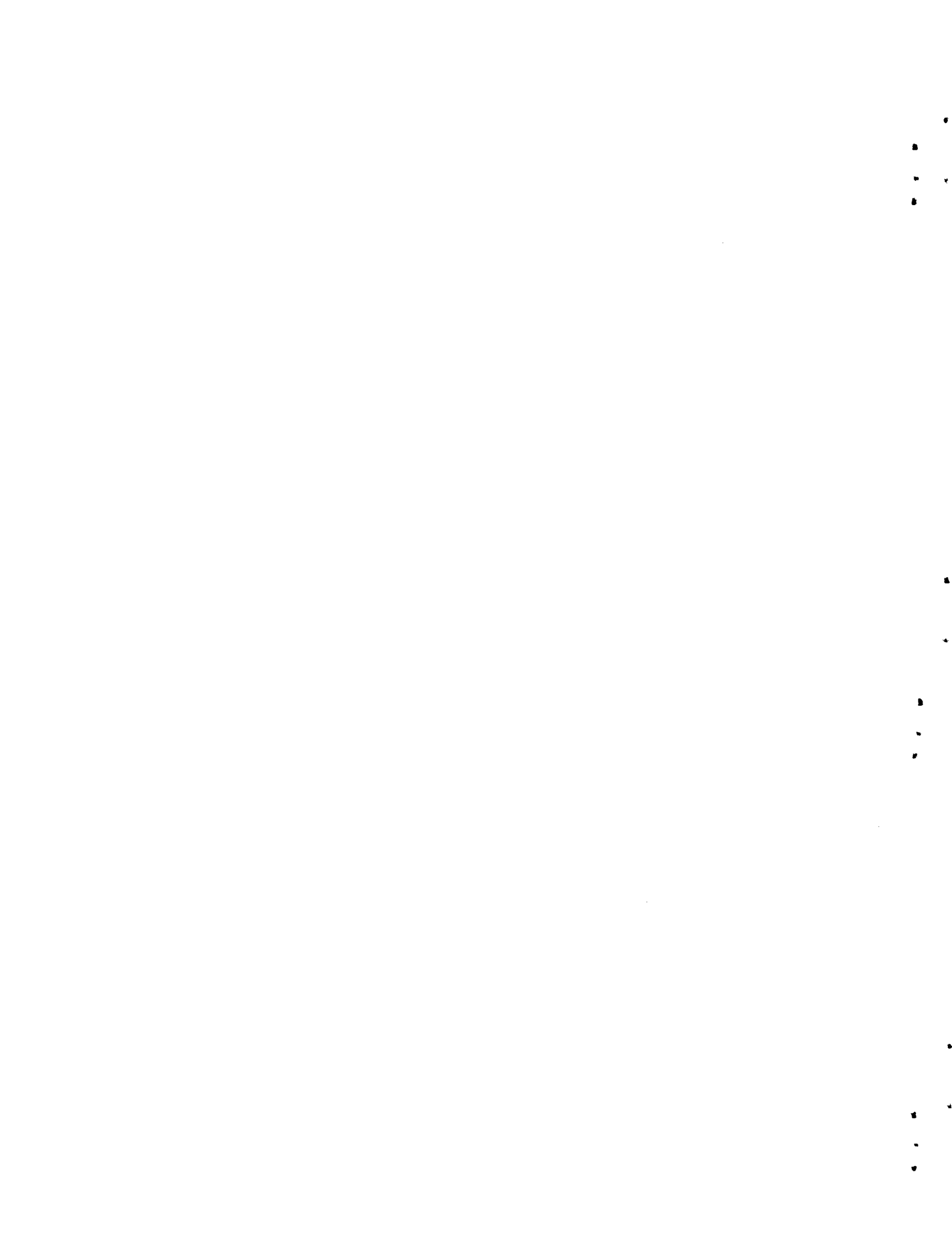
10. Transportation on farm;

From field to storage place; Explain

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From storage to delivery place; Explain

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2. Schedule per line

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Is the schedule strictly observed? Explain

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3. What line has storage facility on docks?

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4. Charge or cost per unit of distance and weight?

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5. Series of available data on cargo through time of AMP products (to be recopelated on a separate sheet) indicate the series.

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V. OTHER RELEVANT INFORMATION

1. Does it exist, a market intelligence service in this country?

Yes No (If Yes, explain in detail)

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2. Does the government have a policy with regards to prices?

Yes No (If Yes, explain in detail)

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3. What sort of communication system is used when surpluses are announced to other countries? Explain

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4. What sort of research into new crops and crop varieties in relation to market needs does exist?

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5. Explain in detail the type of co-ordination existing between the Ministry of Agriculture, the Ministry of Trade, the Marketing Institution, the Credit Institutions (national and international) and farms (individually or in groups).

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