



Guyana Marketing Corporation

*Facilitating and co-coordinating the development
of
Quality non-traditional agricultural produce and
products for export*

ANNUAL REPORT 2005

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EXECUTIVE SUMMARY

Mission Statement

Facilitating and co-ordinating the development of quality non-traditional agricultural produce for export.

This annual report for 2005 has been prepared by **Team GMC** with the objective of providing the Minister of Agriculture, Fisheries Crops & Livestock and the Board of Directors of Guyana Marketing Corporation the opportunity of reviewing the activities of the corporation.

During 2005, the Corporation:-

1. Actively promoted Guyanese fresh and processed non-traditional agricultural produce by participating in Trade missions and Exhibitions held locally:-
 - a. **Guyana Night 2005** - Everest Cricket Club Ground, August 27, 2005
 - b. **GuyExpo 2005** – National Exhibition Centre, Sophia, September 22- 28, 2005
 - c. **Rupununi Night** – St Ignatius Ground, Rupununi, October 02, 2005;
 - d. **Essequibo Night 2005** - Anna Regina Community Centre Ground, October 15, 2005.
 - e. **World Food Day Exhibition** - Anna Regina Community Centre Ground, October 15, 2005.
 - f. **Bartica Night** – Bartica Community Centre Ground, November 12, 2005.

and, overseas (*Guyana Trade & Investment Exhibitions*) in:-

- g. **St Lucia** - Indies Centre, Rodney Bay St. Lucia , February 25 - 27, 2005;
- h. **Canada** - L'Amoreaux Community Centre, Toronto, Ontario – 24 - 26 June 2005;
- i. **USA** - York College, Jamaica, Queens, New York, USA – 19 - 21 August 2005.

Additionally, the corporation participated in:-

- j. **Caribbean Week of Agriculture Exhibition and Trade Fair** held in St. Kitts in October 2005, and,
- k. **Jaarbeurs 2005** held in Suriname at Dr. H.D. Benjaminstraat, Paramaribo, Suriname, Nov. 30 – Dec. 06, 2005

At all of these expositions products were promoted under the themes ***Made in Guyana, Grown in Guyana*** and ***A Taste of Guyana***. As a result of these promotions, a greater awareness of Guyanese products has been created resulting in more products, as well as “new” products such as powdered seasonings and bottled specialty sauces being exported to “new” markets in St. Marten, St. Lucia and Antigua.

2. Facilitated the process which led to the signing of a Protocol between Guyana and St. Lucia for the trade of Fresh produce between the two countries.

3. Maintained its retail trading outlet at the Robb & Alexander Street location, thereby providing opportunities for small farmers and agro-processors to sell their products;
4. Continued to provide an **Export Packaging Facility** whereby farmers and exporters exporting to the Caribbean, namely Antigua, Barbados and St. Lucia were required to process fresh produce destined for these markets at this facility. At the end of the year a total of 1,069 tonnes were processed at the facility. This was shipped by 89 refrigerated containers and 44 air shipments. At the end of 2005, sixteen (16) farmers/exporters used this facility to process produce for export;
5. Maintained its Export Brokerage facility and prepared 390 export documents;
6. Executed export training sessions for farmers and potential exporters in the following areas: Linden, Essequibo, West Coast Berbice on “**Marketing for Commercial Farmers**”;
7. Launched its website – www.newgmc.com. This website provides information on twelve (12) market surveys, post-harvest advice of crops and statistical data on prices of non-traditional agricultural commodities.
8. Continued to assist exporters of food products to USA with registration with the US Food & Drug Administration, Bio-Terrorism registration. During 2005, assistance was given to twenty-nine (29) exporters. The total number of exporters assisted since this became a requirement to export food products to the USA is ninety-nine (99).
9. Continued to provide Marketing and Technical assistance to exporters and potential exporters seeking such advice. Provided information to over one hundred and fifty (150) persons/companies seeking such information;
10. Provided assistance to overseas investors with respect to linking with Guyanese farmers and exporters. Mr. Tony Obafemi of Mimi Foods of the USA was linked to farmers in the Parika and Kuru Kuru areas. Mr. Michael Browne of Barbados was linked with a farmer’s representative from Pomeroun. Some other persons that were linked with farmers were Mr. Ivan Wilson of Barbados, Alicia Garraway of Trinidad, Edward Harris of St. Lucia, Lionel Forde of Barbados and Dr. Aston Wood of Agri-Venture of Jamaica.

Continued the operations at **the Central Packaging Facility- Sophia, where 1,069 tonnes were processed in 2005** destined mainly for our three main Regional Markets; Barbados, Antigua and St. Lucia. This figure was **16% higher than the volume of produce processed for 2004**. In 2004, 919 tonnes were processed.

The total volume of non-traditional produce and products exported for 2005 was **4,719 tonnes valued at G\$ 1.4 billion or US\$ 6.8 million**. The export volume for 2005 was 3.46% or 158 tonnes higher than that of 2004. The export value for 2005 was 36% higher than the export value for 2004. In 2004 the value of non-traditional products exported was G\$ 1.0 billion or US\$ 5.0 million.

The export volume for 2005 was 1,381 tonnes or 41% higher when compared with export volume for 2001. In 2001, 3,338 tonnes were exported compared to **4,719 tonnes** for 2005.

The export value for 2005 was G\$ 693 million or 104 % higher than that of 2001 or US\$ 3.2 million or 93% higher than the value for 2001. In 2001 the export value was G\$ 668 million or US\$ 3.5 million as compared to **G\$ 1.4 billion or US\$ 6.8 million** for 2005.

Of the 4,719 exported in 2005, 641 tonnes or 14% were exported by air and 4,078 tonnes or 86% were exported by sea.

2,639 tonnes or 56 % of overall total was exported regionally, whilst 2,080 or 44% was exported extra-regionally.

The major importing countries regionally were **Antigua, Barbados, Dominica, Trinidad and Tobago, and St. Lucia.**

Exports to: Antigua rose by 46 tonnes, Barbados by 114 tonnes, to St. Lucia by 91 tonnes and to Trinidad by 79 tonnes.

Exports to Dominica fell by 201 tonnes.

The major importing countries extra-regionally were **France, Canada, USA, Italy and England.**

Exports to: Canada rose by 124 tonnes, France by 58 tonnes, Italy by 73 tonnes, and St Marten by 22 tonnes.

Exports to Lebanon fell by 18 tonnes, Switzerland by 7 tonnes and the USA by 74 tonnes.

The overall export of fresh produce rose by 282 tonnes or 21% from 1,324 tonnes in 2004 to 1,607 tonnes in 2005. The major fresh commodities exported regionally were **watermelons, pumpkins, plantains, eddoes, pineapples, citrus and dried coconuts.** The major fresh commodities exported extra-regionally were **mangoes, pepper, bora, watermelon and pineapples.**

The overall export of processed products fell by 123 tonnes or 4%, from 3,236 tonnes in 2004 to 3,113 tonnes in 2005. The major processed commodities exported regionally were **crude coconut oil, fruit juices and purees and copra.** The major processed commodities exported extra-regionally were **heart of palm, pineapple chunks and sauces.**

Nizam Hassan
General Manager
Guyana Marketing Corporation

INTRODUCTION

Guyana Marketing Corporation (GMC) is a government corporation (established under section 46 of the Public Corporations Act, Cap 19:05 of the Laws of Guyana), **that has been working assiduously over the years to promote the cultivation and export of Guyana's non-traditional agricultural products to Regional and Extra Regional markets.**

1.0 MARKETING DIVISION ACTIVITIES

During 2005, the Marketing Division was involved in promoting Guyana's fresh and processed non-traditional agricultural produce both locally and overseas, providing marketing advice and information to farmers, exporters and agro-processors, providing export brokerage service and conducting training on relevant marketing topics.

1.1 Overseas Exhibitions

The corporation participated in the *Guyana Trade and Investment Exhibitions* organized by the Guyana Office for Investment (Go-Invest) in:

- **St Lucia** - Guyana Trade and Investment Exhibition, Indies Centre, Rodney Bay St. Lucia , February 25 - 27, 2005;



St. Lucian Minister of Agriculture makes a point about GMC's display to GMC's General Manager

- **Canada** – Guyana Trade and Investment Exhibition, L’Amoreaux Community Centre, Toronto, Ontario – 24 - 26 June 2005;



A visitor inspects produce on display at GMC's booth in Toronto, Canada

- **New York** – Guyana Trade and Investment Exhibition, York College, Jamaica, Queens, New York, USA – 19 - 21 August 2005;



GMC's Booth in New York, USA



A visitor inspects produce on display at GMC's booth in New York, USA

- **Suriname** – Jaarbeurs 2005, Dr. H.D Benjaminstraat, Paramaribo, November 30, 2005 – December 6, 2005.



Visitors at GMC's booth at the Jaarbeurs 2005 held in Suriname

Additionally, the corporation participated at the Caribbean Week of Agriculture held in St. Kitts and Nevis, from October 3- 8, 2005.



Hon. Satyadeow Sawh, Minister of Agriculture handing over a pineapple to IICA's Regional Director Dr. A. Chesney at GMC's Booth in St. Kitts

At these exhibitions Guyana's fresh produce and processed agro-products from a number of manufacturers were promoted. Some of the manufactured products represented were:-

- Refined coconut oil, bottled sauces (cassareep, pepper, greens seasoning, etc.), jams & jellies, pineapple chunks, ground coffee, coconut milk & cream, essences, salted fish, dried shrimp, honey, achar, heart of palm, curry powder, powdered seasoning spices, noni, noodles and a range of locally manufactured food products;

Enquiries made by persons/companies in the respective overseas countries were passed on to the local companies whose product(s) they expressed interest in. Some companies have since started to export whilst others are engaged in further negotiations.

Local Exhibitions

Locally, the corporation organized and presented four major trade shows under the theme *Made in Guyana, Grown in Guyana*, and participated in two others, namely GuyExpo 2005 and World Food Day Exhibition;

- **Guyana Night 2005** - Everest Cricket Club Ground, August 27, 2005.



Visitors at GMC's Booth at Guyana Night 2005

- **Rupununi Night** – St Ignatius Ground, Rupununi, October 02, 2005;



Visitors at GMC's Booth in St. Ignatius, Region 9

- **Essequibo Night 2005** - Anna Regina Community Centre Ground, October 15, 2005.
- **Bartica Night** – Bartica Community Centre Ground, November 12, 2005.

At these exhibitions, farmers, agro processors, craft producers, other manufacturers and suppliers of various services were given the opportunity to promote their products and services.

The corporation also participated in the following exhibitions:-

- **GuyExpo 2005** – National Exhibition Centre, Sophia, September 22- 28, 2005 and won the prize for “*best creativity and all local products booth*”.



Fresh Produce Display at GuyExpo 2005



Processed Products Made in Guyana on display at GuyExpo 2005

- World Food Day – Anna Regina Community Centre Ground, October 16, 2005.



Fresh Produce Display at World Food Day Exhibition, 2005

1.2 Central Packaging Facility (CPF)

In response to a need for a central place for preparing fresh produce for export to the Caribbean, GMC, in 2001, established the **Central Packaging Facility**. The building that housed this facility required repairs, and since its establishment the corporation has been affecting repairs and modifications as appropriate. During 2005, the corporation maintained and continued improving the Central Packaging Facility as well as its service.

Among the improvements done at this facility since its establishment, were:

- Addition of more lights;
- Addition of more fans;
- Procurement of additional scales;
- Opening of larger entrances;
- Dismantling of brick structures;
- Removal of internal walls;
- Cleaning of Western area and addition of three new wash bays;
- Three new bridges were built;
- Three offices on the ground floor were removed and new raised offices were built;

- Wooden floor was removed and the entire area was leveled and concreted;
- A pallet jack was procured;
- A new fence was built;
- Columns and beams were changed and new larger columns and beams were installed;
- The entire roof was ceiled;
- Bathrooms were removed from inside the pack house and a new bathroom facility was constructed;
- Leaks on the building were fixed.

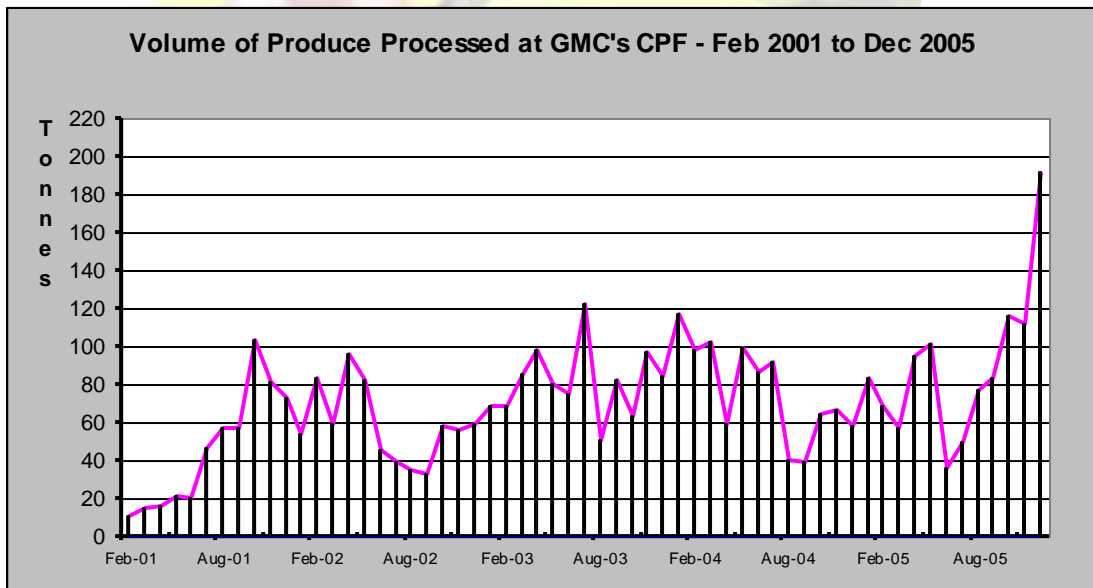
During 2005, the facility was used by sixteen (16) exporters who processed 1,069 tonnes of fresh agricultural produce. This was 150 tonnes or 16 % more produce processed than 2004. In 2004, 919 tonnes were processed.

Three commodities: watermelon, pumpkin and plantain made up 903 tonnes or 84% of all produce processed at the Central Packaging Facility.

In 2005, a total of eighty nine (89) refrigerated containers were sent by sea from the Central Packaging Facility whilst forty four (44) shipments were sent by air.

Of the total volume of produce processed at the CPF in 2005, seventy three (73) tonnes or 7% were exported via air and nine hundred and ninety six tonnes (996) or 93% were exported via sea.

The graph below shows the trend of produce processed at GMC's CPF.



The table below shows the major commodities processed at the Central Packaging Facility for 2005 compared with 2004 and 2003:-

	2003	2004	2005
Commodity	Kgs	Kgs	Kgs
Watermelon	151,812	252,223	397,022
Plantain	393,860	343,980	251,764
Pumpkin	110,359	134,073	254,074
Coconuts (dry)	4,785	45,311	44,795
Pineapple	157,739	72,679	38,538
Lime	91,229	24,705	26,775
Eddo	11,875	10,679	18,311
Orange	1,557	12,075	13,929
Tomato	1,320	12,028	9,649
Cucumber	18,853	291	7,675

Additional details can be found in Table VIII.

1.3 Supermarket

During 2005, the corporation maintained its retail trading of fresh and processed agricultural produce, as well as other products made in Guyana at its Robb & Alexander Streets Location.

The overall sales at this outlet was G\$ 45.3 million, representing an increase of 14% over 2004 overall sales. Gross profit was G\$ 7,745,211.00, expenses G\$ 7,487,268.00 and net profit G\$ 257,943.00

This outlet purchased products from Guyana's farmers and manufacturers and offered them for sale at competitive prices to its customers.

1.4 Market Research

During 2005 the Market Research Department worked in the development of the Guyana Marketing Corporation's website- www.newgmc.com which was launched on October 31, 2005. The website provides information on following:-

- Terms of Trade for Antigua, Barbados, and St Lucia
- Twelve Market Profiles for both Regional and Extra – Regional countries.
- Export documentation
- Wholesale prices for local commodities
- Post harvest Care and Handling of Fruits and vegetables.
- Post harvest Techniques.



Trade Protocol

GMC facilitated the process that led to the signing of a protocol governing the trade of fresh produce between Guyana and St. Lucia by the Ministers of Agriculture for Guyana and St. Lucia



Signing of Guyana – St Lucian Trade Protocol in the Ministry of Agriculture Boardroom

Other activities carried out during the year were:-

Weekly

1. Registered twenty nine (29) exporters exporting food products to the USA, as a result of new regulations instituted by US Food & Drug Administration;
2. Provided marketing information to farmers, exporters, agro-processors, students and Government Agencies;
3. Managed and maintained the *FAO Agrimarket Database* where prices collected from specified markets are entered and reports are generated on a daily, weekly and monthly basis;
4. Linked prospective and current exporters with farmers to buy produce;
5. Prepared Wholesale and Retail price reports and distributed to the local newspapers, radio station and Government agencies.

Monthly

1. Collected export data from Plant Quarantine, Customs, Amazon Caribbean, Central Packaging Facility and airlines and prepared a monthly report.
2. Prepared a Monthly Remittance report for non-traditional agricultural produce.
3. Represented the Corporation at the Guyana National Bureau of Standards committee on ISO 17020 inspection standards.

1.5 Export Brokerage

During 2005, the corporation maintained its export brokerage service to farmers, exporters and agro-processors and prepared 390 documents. Of this figure, 148 were for fruits and vegetables, 60 for seafood and 182 were for other commodities such as wood, clothing jewelry, craft, etc.

Gross revenue earned by this facility was G\$ 913,068.00

2.0 TECHNICAL DIVISION ACTIVITIES

During 2005, the Technical Division was involved in providing technical and post harvest advice to farmers and exporters, inspecting produce at the Central Packaging Facility, and conducting field visits, providing training to farmers and exporters and providing support to overseas investors.

2.1 Post harvest and Marketing Advice

Post harvest and marketing advice was provided to a number of farmers, and farmer associations across the farming community. In some cases, these were done in collaboration with other agencies such as NARI, LEAP, and the Ministry of Fisheries Crops & Livestock.

One hundred (100) farmers from Linden, Essequibo Coast and West Coast Berbice (Bath Settlement) were trained in *Marketing for Commercial farmers*.

During the month of October technical staff made visits to schools on the West Bank of Demerara and on the West Coast of Berbice. The students were taught about the proper caring and handling of agricultural produce and simple post harvest techniques. The schools that benefited from the training were as follows:

- Zeeburg Secondary
- Stewartville Secondary
- Leonora Secondary
- Utility Secondary
- Sapodilla Learning Centre
- Rosignol Secondary
- Fort Wellington Secondary.

2.2 Inspecting Produce

Technical Staff supervised the receipt, preparation and packaging of fresh produce at the Central Packaging Facility throughout 2005.

2.3 Conducting field visits

Field visits were done across the farming communities of Guyana. Among the main areas were Pomeroon, Anna Regina, Parika, Canals No 1 & 2, Linden, Maraca, Mohican and Bath settlement.

Additionally, the Technical Staff provided support to Partners of America volunteers that were evaluating cherry production in Guyana.

Assistance was also provided to the Technical Team from IDB that conducted assessments and met with farmers during their feasibility study for the *Agricultural Diversification Programme*.



Farmers in discussion with IDB consultant and GMC Technical staff

2.4 Training farmers and exporters

Three major training sessions on “*Marketing for Commercial Farmers*”, for farmers and potential exporters were held in the following areas:

- Linden,
- Essequibo,
- West Coast Berbice

One hundred participants were trained at these sessions.

The Technical Staff also provided assistance to the Poor Rural Communities Support Services Project (PRCSSP) in their efforts to assist the farmers of Regions II and III.

2.5 Supporting Local and Overseas investors

The Technical Staff assisted the following investors and potential investors to develop linkages with farmers:-

Overseas

- Mr. Indu Kothari : Pepper importer of the USA
- Mr. Tony Obafemi of Mimi Foods, USA.
- Mr. Michael Browne of Barbados Mr. Ivan Wilson of Barbados,
- Ms. Alicia Garraway of Trinidad,
- Mr. Edward Harris of St. Lucia,
- Mr. Lionel Forde of Barbados, and
- Dr. Aston Wood of Agri-Ventures of Jamaica

3.0 ADMINISTRATIVE /ACCOUNTING UNIT ACTIVITIES

Administrative

New Employees

Christine Kission	-	Accounts Clerk	-	6 th May, 2005
Steven Jones	-	Technical Officer	-	23 rd May, 2005
Leroy Marshall	-	Marketing Assistant	-	8 th June, 2005
Richard Parris	-	Driver	-	20 th June, 2005
Jamal Kittens	-	Shop Assistant	-	12 th July, 2005
Rosetta Roberts	-	Secretary (temporary)	-	26 th July, 2005
Bib Maid	-	Supervisor	-	8 th August, 2005
Steve Nandessar	-	Market Research Officer	-	5 th September, 2005
Felon Thompson	-	Shop Assistant	-	10 th September, 2005
Daneshwar Misir	-	Snr. Technical Officer	-	21 st November, 2005
Rickford Fanfair	-	Cashier	-	1 st December, 2005
Euceline Walters	-	Shop Assistant	-	1 st December, 2005
Ronald Samaroo	-	Driver	-	8 th December, 2005
Rommel Khan	-	Driver	-	12 th December, 2005

Resignation

Alicia Rajpal	-	Marketing Assistant	-	11 th April, 2005
Maid Khan	-	Accounts Clerk	-	13 th May, 2005
Pheona Frank	-	Cashier	-	7 th , July, 2005
Evadney Beaton	-	Supervisor	-	August 24, 2005
Safraz Aziz	-	Driver	-	2 nd September, 2005
Maicor Gil	-	Shop Assistant	-	9 th September, 2005
Daniel Singh	-	Technical Officer	-	30 th October, 2005
Steve Nandessar	-	Market Research Officer	-	30 th November, 2005
Zita Francis	-	Cashier	-	17 th December, 2005
William Thomas	-	Pack House Assistant	-	23 rd December, 2005
Jamal Kittens	-	Shop Assistant	-	31 st December, 2005

Dismissal

Rodly Grant	-	Market Research Officer	-	1 st July, 2005
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Lindon Mc Allister - Supervisor (Temporary) - 17th September, 2005
Richard Parris - Driver - 30th November, 2005

Retired

Avril Mc Lennan - Charwoman - 31st December, 2005

Staff

At the end of 2005 the staff was as follows:-

	Name	Designation
1	Nizam Hassan	General Manager
2	Celestine Butters	Deputy General Manager
3	Coleen Levans	Accountant
4	Joycelyn Boyce	Confidential Secretary
5	Bib Maid	Supervisor
6	Bidwani Sawh	Supervisor
7	Yonette Boyce	Senior Accounts Clerk
8	Cheryl Embrack	Brokerage Officer
9	Rosaline Perkins	Technical Officer
10	Amied Rafeek	Technical Officer
11	Lester Gushway	Stock Clerk
12	Christine Kission	Accounts Clerk
13	Leroy Marshall	Marketing Assistant
14	Paul Carto	Office Assistant/Expediter
15	Euceline Walters	Shop Assistant
16	Rickford Fanfair	Cashier
17	Rommel Khan	Driver
18	Ronald Samaroo	Driver
19	Arjune Shivbaran	Security

Accounts

The corporation's budget for 2005 was:-

Current - G\$ 36,827,000.
Capital - G\$ 4,000,000.

The corporation was allocated \$G 4.0 million to purchase one 4x4 pick-up, but was unable to do so since the Guyana Revenue Authority did not grant the necessary concessions. The monies were returned to the Ministry of Agriculture.

4.0 PRICE TRENDS AND SUPPLY

4.1 Price Trends

During the year 2005 prices were collected for both wholesale and retail markets. These markets were:

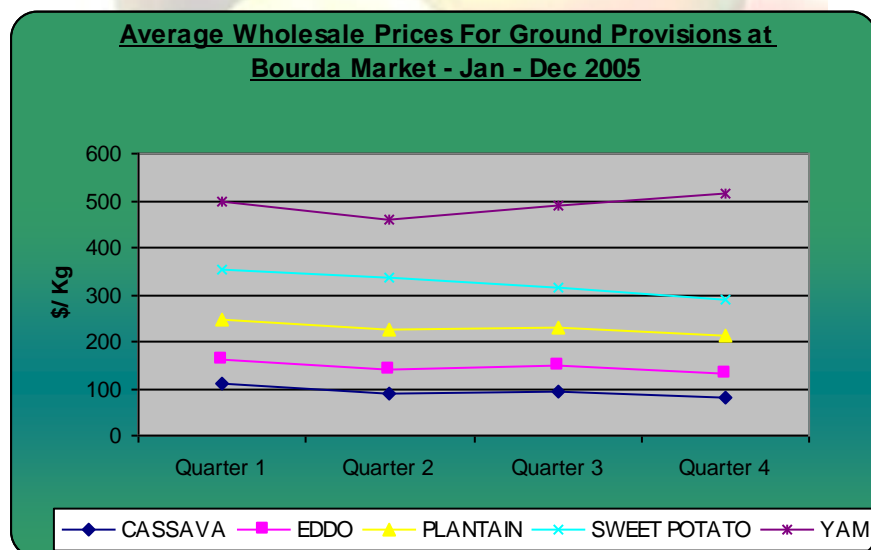
- Anna Regina Wholesale Market
- Bourda Wholesale Market
- Bourda Retail Market
- Charity Wholesale Market
- Parika Opengate
- Parika Farmgate
- Stabroek Wholesale Market
- Stabroek Retail Market

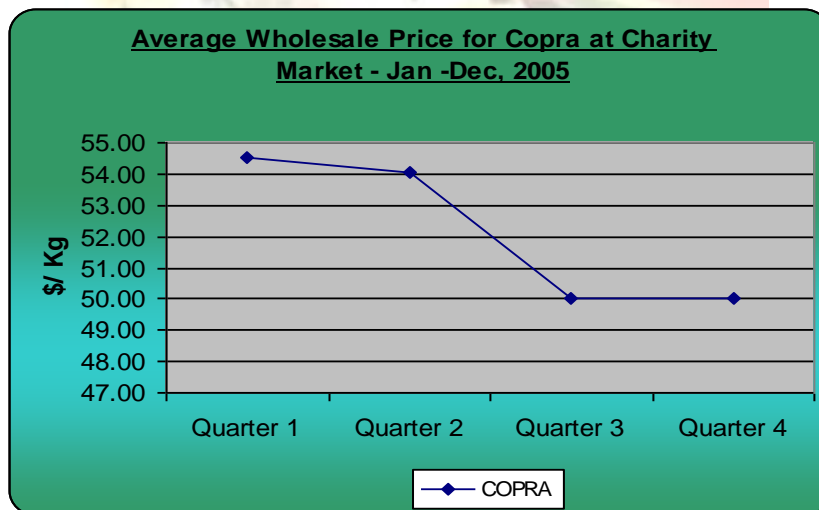
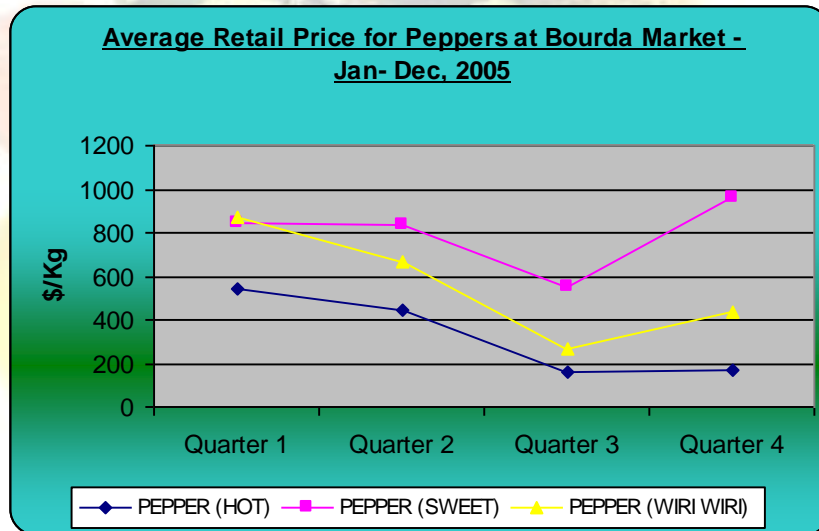
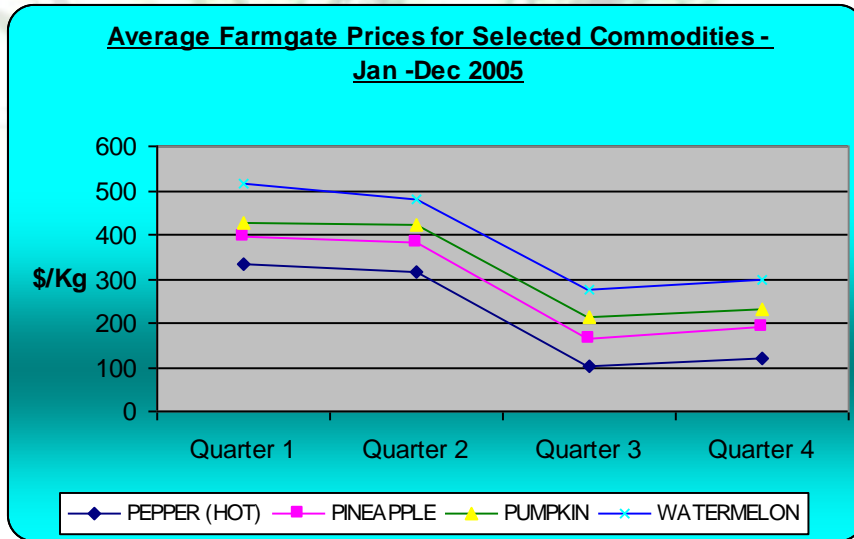
At the beginning of 2005 it was observed that most of the prices for fruits and vegetables increased especially for the markets of Region IV when compared with the prices of the previous year.

Prices of most vegetables were high during the first quarter due to the shortage created by the floods in January 2005. However, as supplies returned to normal towards the end of the first quarter, prices stabilised.

Table I A and I B provide details of price observations at the various markets surveyed during 2005.

The graphs below illustrate some of the trends that were observed.





Supply

There were adequate supplies of fruits and vegetables for the local market during 2005. However, some commodities such as pineapples and plantains were in short supply for export.

5.0 PRODUCT EXPORTED: VOLUME, VALUE, SHIPPING METHOD, IMPORTING COUNTRY

For 2005, the total volume of non-traditional products exported were 4,719 tonnes valued at G\$ 1.4 billion or US\$ 6.8 million. Exports for 2005 were 3.46 % or 158 tonnes higher than that those for 2004.

Of this figure, 641 tonnes or 14 % were exported by air and 4,078 tonnes or 86 % were exported by sea.

2,639 tonnes or 56 % of overall total was exported regionally, whilst 2,080 or 44 % was exported extra-regionally.

The major importing countries regionally were Trinidad and Tobago, Barbados, Dominica, St. Lucia, and Antigua and Barbuda.

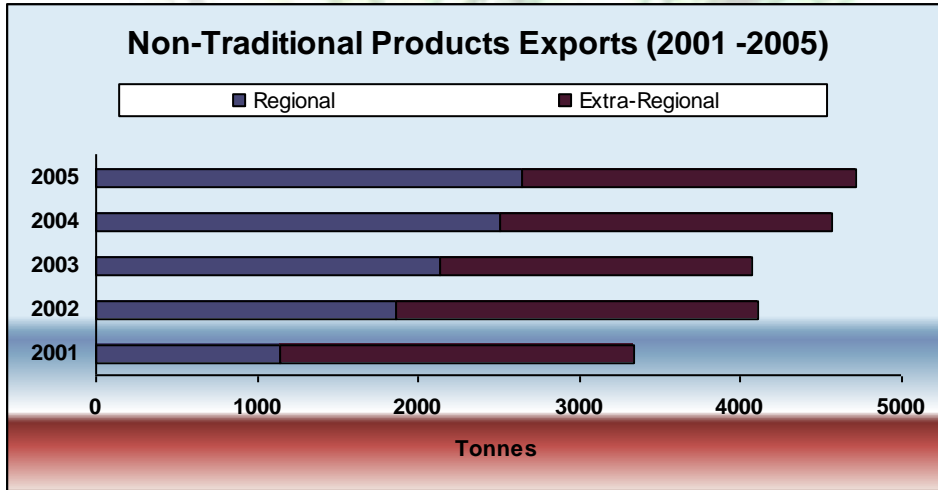
The major importing countries extra-regionally were France, Canada, USA, Italy and England.

The major fresh commodities exported regionally were watermelons, pumpkins, plantains, eddoes, and dry coconuts. The major processed commodities exported regionally were crude coconut oil and copra.

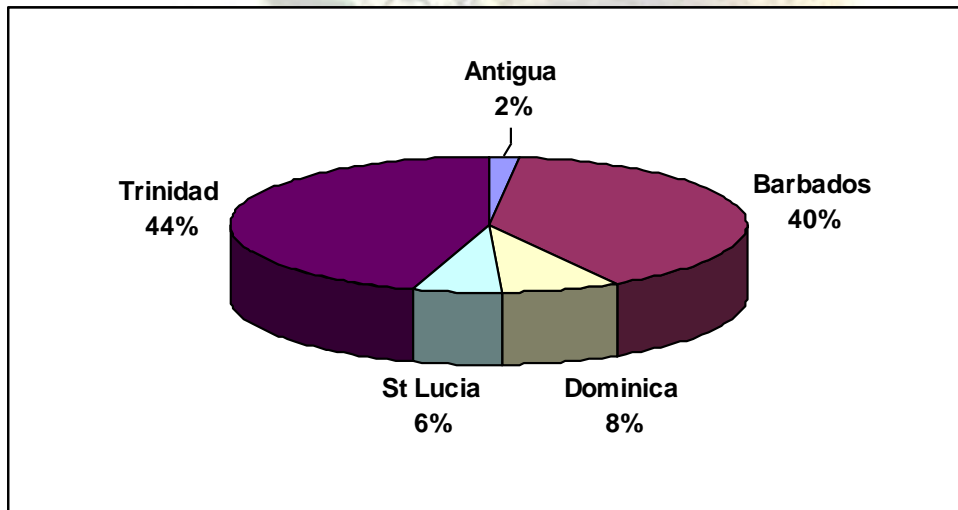
The major fresh commodities exported extra-regionally were mangoes, pepper, bora, watermelon and pineapples. The major processed commodities exported extra-regionally were heart of palm, pineapple chunks and sauces.

Eighty seven (87) products were exported both regionally and extra regionally as compared to eighty (80) products for 2004.

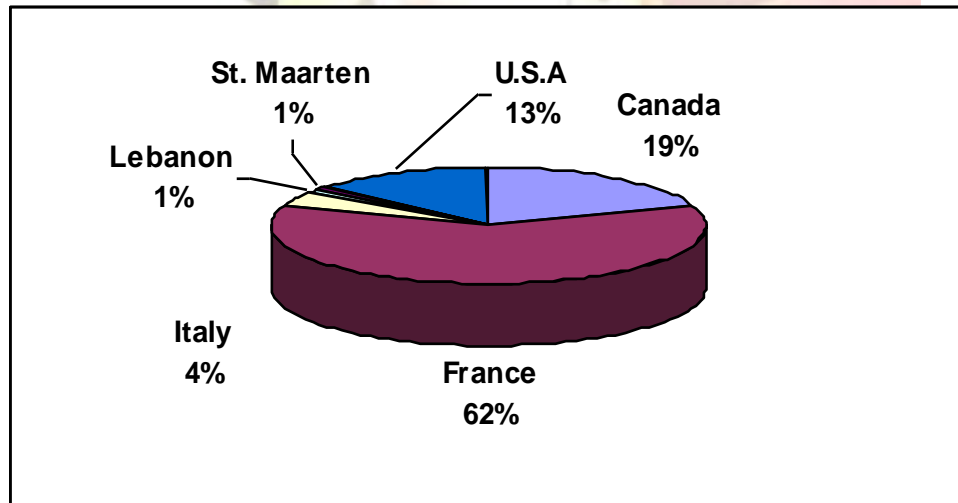
Major commodities exported included heart of palm (1,499 tonnes), crude coconut oil (828 tonnes), copra (622 tonnes), watermelons (406 tonnes), pumpkins (275 tonnes), plantains (263 tonnes) mangoes (171 tonnes), dried coconuts (91 tonnes), eddoes (54 tonnes), pepper (hot) (51 tonnes), pineapples (50 tonnes), copra meal (42 tonnes), sauces (39 tonnes), limes (27 tonnes), oranges (14 tonnes) and bora (14 tonnes).



Graph showing distribution of non-traditional exports for 2001 - 2005



Pie Chart showing distribution of regional exports for 2005



Pie chart showing the distribution of extra-regional exports for 2005

6.0 RELATIONSHIP BETWEEN THE CORPORATION AND ITS CLIENTS

Throughout the year the corporation maintained cordial relationships with public sector agencies, private sector organizations and companies, international agencies and farmer organisations. Major stakeholders were:

- Ministry of Agriculture
- Ministry of Fisheries Crops & Livestock
- Ministry of Foreign Trade & International Cooperation
- Ministry of Tourism Industry & Commerce
- USAID's Guyana Trade & Investment Support project
- Guyana Office for Investment
- National Agricultural Research Institute
- Poor Rural Support Services Project
- Regional Administration, Regions II, VII, and IX
- Institute of Private Enterprise Development
- Inter American Development Bank
- Inter American Institute for Cooperation on Agriculture
- Food & Agriculture Organisation
- Guyana Manufacturers Association
- Guyana National Bureau of Standards
- Pomeroon Women's Small Cottage Association
- University of Guyana
- Bath Settlement Farmers Association
- Hopetown Development Association (front & back)
- Cotton Tree Farmers Group
- Laluni Community Development Council
- St. Cuthberts Mission Farming Association
- Tropical Shipping
- BWIA
- Amerijet

Additionally, the corporation strengthened its relationship with the many agro-processors in Guyana.

7.0 MAJOR CONSTRAINTS AND MAJOR SUCCESSES AFFECTING EXPORTS

Constraints

Stated below are some of the key issues and challenges that affected the non traditional agricultural export sector:-

- Limited air cargo space
- Inadequate in-transit arrangements

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- Limited list of admissible products to USA
 - Delayed or cancelled flights
 - Lack of cool/cold storage
 - Poor product quality
 - Limited quantity of quality products available for export
 - Lack of product consistency
 - Poor quality Packaging
 - Expensive air and sea freight
 - Non-payment for goods received
 - Lack of export mentality
 - Bad perception of Guyanese produce
 - Non-tariff barriers
 - Poor distribution overseas
 - Unethical business practices
 - Lack of export financing
 - Poor handling and poor local transportation services
 - Fluctuating local prices

Successes

Among the successes for 2005 were:-

- Participation in the Guyana Trade and Investment Expositions organized by GoInvest, resulting in greater awareness and export of **Guyana's non-traditional agricultural produce and products**;
- The increase in export of non-traditional agricultural products.
- The increase locally in awareness and purchase of products that are '*Made and Grown in Guyana*';
- The launching of Guyana Marketing Corporation website – www.newgmc.com;
- The increasing number of persons involved in exporting.