



Guyana Marketing Corporation

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

ANNUAL REPORT 2006

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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 2006 has been prepared by **Team GMC** with the objective of providing the Minister of Agriculture, and the Board of Directors of Guyana Marketing Corporation the opportunity of reviewing the activities of the corporation.

During 2006, the Corporation:-

1. Actively promoted Guyanese fresh and processed non-traditional agricultural produce by participating in Trade missions and Exhibitions held locally:-
 - a. **GuyExpo 2006** – National Exhibition Centre, Sophia, October 25- 31, 2006
 - b. **Essequibo Night 2006** - Anna Regina Community Centre Ground, November 17 - 18, 2006.
 - c. **World Food Day Exhibition** – Diamond Community Centre Ground, Diamond, East Bank Demerara, October 16, 2006.

and, overseas in:-

- d. **Trinidad and Tobago** - 1st Caribbean Agri-food Trade Convention, Port of Spain, Trinidad & Tobago, May 24th – 27th , 2006
- e. **Barbados** - BMEX – Sherbourne Conference Centre, Barbados - June 2-5 2006
- f. **USA** - Central Florida's First Caribbean-American Business Expo and Conference was held at the Central Florida's Fair and Exposition Park, Orlando, Florida from the 1st-3rd June 2006..

At all of these expositions products were promoted under the themes ***A Taste of Guyana*** and ***Guyana – Your Choice for naturally Grown Fruits & Vegetables***.

2. Maintained its retail trading outlet at the Robb & Alexander Street location, thereby providing opportunities for small farmers and agro-processors to sell their products;
3. 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 881 tonnes were processed at the facility;
4. Maintained its Export Brokerage facility and prepared 390 export documents;
5. Co-ordinated and executed training sessions for farmers and potential exporters in the following areas: Georgetown, Parika, Kuru Kuru, Linden, Essequibo, West Coast Berbice

on “*Pre and Post Harvest Handling of fruits and vegetables and Good Agricultural Practices*”;

6. Continued to assist exporters of food products to USA with registration with the US Food & Drug Administration, Bio-Terrorism registration. During 2006, assistance was given to twenty-eight (28) exporters. The total number of exporters assisted since this became a requirement to export food products to the USA is One hundred and twenty seven (127).

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 2006 was *5,219 tonnes valued at G\$ 1.44 billion or US\$ 7.2 million*. The export volume for 2006 was 10.6 % or 500 tonnes higher than that of 2005. The export value for 2006 was 5.8 % higher than the export value for 2005.

Of the 5,219 exported in 2006, 538 tonnes or 10% were exported by air and 4681 tonnes or 90% 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, Trinidad and Tobago, and St. Lucia**.

Exports to: Antigua rose by 106 tonnes, Trinidad by 478 tonnes and to St. Lucia by 160 tonnes

Exports to Barbados fell by 306 tonnes while the exports to Dominica remained constant.

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

Exports to: England increased by 3 tonnes and United States by 1 ton.

Exports to France fell by 30 tonnes, Italy by 46 tonnes and the Canada by 14 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 2006, 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:

- *Toronto* - Guyana Trade and Investment Exhibition, , May 19, 2006
- *Barbados* - Trade and Investment Exhibition, June 2-5 , 2006
- *Florida* - Guyana Trade and Investment Exhibition , June 2-5, 2006

In addition to the above mentioned trade shows GMC also participated in the *1st Agri-food Trade Convention* held in *South Trinidad* - Paria Suites Hotel Conference Center on May 24-26, 2006. It was organized by National Agricultural Marketing and Development Corporation and other agencies. GMC was tasked to organize a contingent from Guyana to participate in convention. Participants from Guyana were:

- Guyana Marketing Corporation
- Young Women Christian Association
- Tropical Flavours – Back to Eden
- Dalgety Herbal Tea
- Jets Enterprise
- King Food



Honorary Consulate to Guyana inspects local Products at Barbados Trade Show.



An investor negotiating with local agro-processors and GMC representative at 1st Agri-Food Trade Convention

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

- **Essequibo Night 2006** - Anna Regina Community Centre Ground, November 17-19, 2006.

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 2006** – National Exhibition Centre, Sophia, October 26- 31, 2006.
- World Food Day – Diamond Community Centre Ground, October 16, 2006.
- World Diabetic Day - Young Women Christian Association lawns, November 14, 2006.



Staff members proudly display a diversity of Guyana Fresh produce at Guyexpo 2006

Market Research

The Market Research Department in an effort to sensitize our principal clients on the trends and demands of the Market the following was done on a routine basis:

Weekly

- Registered twenty eight (28) exporters exporting food products to the USA, as a result of new regulations instituted by US Food & Drug Administration;
- Provided marketing information to farmers, exporters, agro-processors, students and Government Agencies;
- Encouraged and directed interested persons to make use of the website:
www.newgmc.com
- 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;
- Linked prospective and current exporters with farmers to buy produce;
- Participated in meetings and attended field visits conducted by GTIS for the pepper and pumpkin project.

- Prepared Wholesale and Retail price reports and distributed to the local newspapers, radio station and Government agencies.

Monthly

- Collected export data from Plant Quarantine, Customs, Amazon Caribbean, Central Packaging Facility and airlines to prepare the monthly exports.
- Prepared a Monthly Remittance report for non-traditional agricultural produce.
- Represented the Corporation at various sub-committee meeting organized by Guyana National Bureau of Standards.

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.

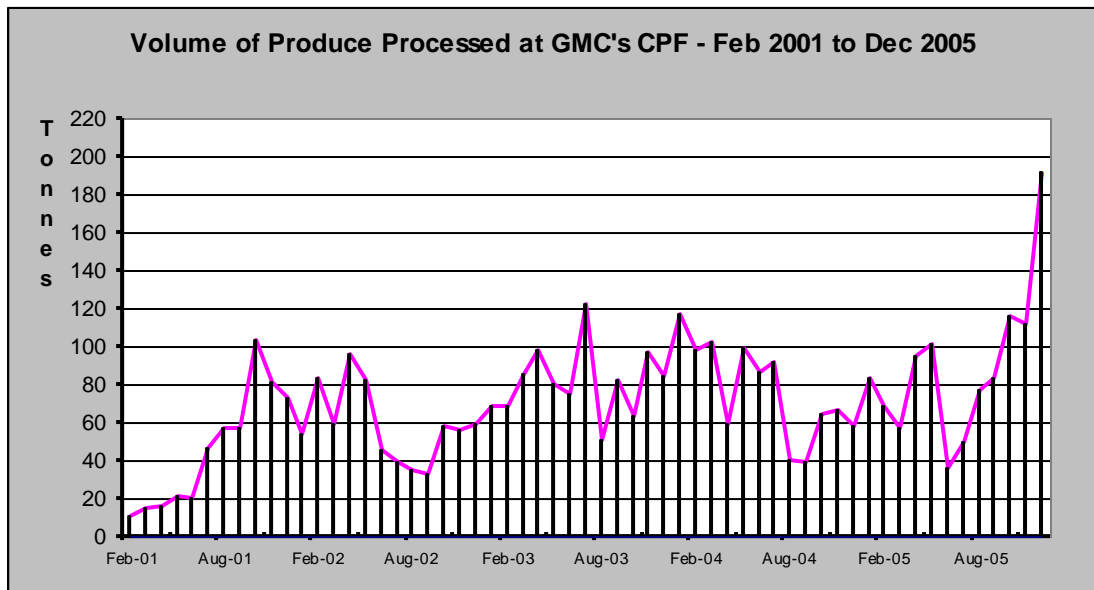
During 2005, the facility was used by sixteen (16) exporters who processed 1,069 tonnes of fresh agricultural produce. This was 150 tonnes or 16 % more produce processed than 2004. In 2004, 919 tonnes were processed.

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 2006 compared with 2005, 2004 and 2003:-

| | 2003 | 2004 | 2005 | 2006 |
|----------------|---------|---------|---------|---------|
| Commodity | Kgs | Kgs | Kgs | Kgs |
| Watermelon | 151,812 | 252,223 | 397,022 | 228,621 |
| Plantain | 393,860 | 343,980 | 251,764 | 143,689 |
| Pumpkin | 110,359 | 134,073 | 254,074 | 405,995 |
| Coconuts (dry) | 4,785 | 45,311 | 44,795 | 22,286 |

| | | | | |
|-----------|---------|--------|--------|--------|
| Pineapple | 157,739 | 72,679 | 38,538 | 5,987 |
| Lime | 91,229 | 24,705 | 26,775 | 24,288 |
| Eddo | 11,875 | 10,679 | 18,311 | 33,567 |
| Orange | 1,557 | 12,075 | 13,929 | 14,225 |

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.

1.5 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 2006, 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 exporters, farmers, and farmer associations across the farming community.

This was accomplished with the assistance of USAID- Guyana Trade and Investment Support Project who brought down a consultant Mr. Roy Bosley. Training was conducted first with the trainers such as Quarantine Officers, Technical Officers, Agro-processors and exporters. He then conducted the same training in the following farming areas:

| Date | Location | Trainees | No. of Persons |
|-------------|---|---|-----------------------|
| 11/3/06 | Red House, Main Street Georgetown | Technicians, exporters Transporters, | 25 |
| 13/3/06 | Parika Back Mr. Baldeo's Residence | Farmers | 27 |
| 14/3/06 | Kuru Kuru Extension Centre Kuru Kuru | Farmers | 39 |
| 15/3/06 | Anna Regina RDC Boardroom Anna Regina, E'bo Coast | Farmers | 25 |
| 16/3/06 | Bath New Housing Scheme Bath, West Coast Berbice | Farmers | 50 |
| 17/3/06 | LEAP Conference Room - Linden | Farmers | 15 |

- Parika - February 13, 2006

- Kuru Kuru – February 14, 2006
- Anna Regina – February 15, 2006
- Bath Settlement – February 16, 2006
- Linden – February 17, 2006

2.2 Inspecting Produce

Technical Staff supervised the receipt, preparation and packaging of fresh produce at the Central Packaging Facility throughout 2006.

2.3 Conducting field visits

Field visits were done across the farming communities of Guyana. Among the main areas were, Anna Regina, Parika, Charity, Kuru Kuru, Long Creek, Crabwood Creek, Black Bush Polder and Bath settlement.

2.4 Training farmers and exporters

The officers of GMC worked with other agencies to provide training to farmers. These were:

1. **OXFAM** – trained 100 farmers on the Post harvest care and Marketing of Garden Vegetable from the Cane Grove and Success areas.
2. **PRCSSP** – training on the Marketing of non-traditional commodities provided to 150 farmers the Pomeroun, Charity and Aurora areas.
3. **NARI** – trained 70 farmers in the Orealla area on Market opportunity for non-traditional and post harvest care.

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.

2.6 Seminars and Workshops Participation

- Climate Risk Management in Agriculture Workshop - Red house on February 9-10, 2006.
- Agriculture Support Services Program – Guyana Water User Association Workshop held at Tower on March 3, 2006.
- Cricket World Cup forum – held on November 3, 2006 at Hotel Tower.
- Sweet Potato Production in Guyana - Cara Lodge Hotel, December 5, 2006.
- Agricultural Diversification Summit – held at Caricom conference room on December 16, 2006

- Value Added Tax Seminar – held at Regency Suites Hotel on December 19, 2006.

2.7 Training

- Training on the use of Genesis R&D Software (nutritional Label) held by the Guyana Manufacturers Association on October 27-28, 2006.

2.8 Promotional Activities

In an effort to promote the four (4) P's and the one (1) W under the agricultural diversification team; GMC made crop profiles for Pepper Hot , Pepper wiri wiri , Pumpkins , Plantains, Pineapple and Watermelons. These profiles consisted of the specific information on the crops as it pertained to Guyana situation. They were distributed at the local and overseas exhibitions.

3.0 ADMINISTRATIVE /ACCOUNTING UNIT ACTIVITIES

Administrative

Dismissed

| | | |
|-------------------------------------|---|------------|
| Ronald Samaroo, Driver | - | 24/3/2006 |
| Bibi Majid, Supervisor | - | 16/5/2006 |
| Rickford Fanfair, Cashier | - | 16/5/2006 |
| Gordon Fowler, Pack House Assistant | - | 19/6/2006 |
| Christine Kissoon, Accounts Clerk | - | 20/7/2006 |
| Arjune Shivbaran, Security | - | 27/10/2006 |

Resignation

| | | |
|--|---|------------|
| Filon Thompson, Shop Assistant | - | 20/01/2006 |
| Dhaneshwar Misir, Senior Technical Officer | - | 31/01/2006 |
| Shamela Hazra, Charwoman | - | 18/2/2006 |
| Colleen Levans, Accountant | - | 15/9/2006 |
| Yonnette Boyce, Senior Account Clerk | - | 23/9/2006 |

| | | |
|---|---|------------|
| Jamella Reddock, Shop Assistant/Cashier | - | 25/9/2006 |
| Amied Rafeek, Technical Officer | - | 29/9/2006 |
| Leroy Marshall, Marketing Assistant | - | 10/10/2006 |
| Stacy Lee, Shop Assistant/Cashier | - | 30/10/2006 |

Employed

| | | |
|---|---|------------|
| Shamela Hazra, Charwoman | - | 3/01/2006 |
| Noel Harper, Pack House Assistant | - | 9/01/2006 |
| Gordon Fowler, Pack House Assistant | - | 7/2/2006 |
| Sundarie Chetram, Charwoman | - | 17/2/2006 |
| Jenella Reddock, Shop Assistant/Cashier | - | 20/5/2006 |
| Aneka Hazel, Technical Assistant (Work study) | - | 11/7/2006 |
| Rebecca Singh, Secretary (ag) (part time) | - | 27/7/2006 |
| Leon Gill, Accounts Clerk | - | 28/7/2006 |
| Randolph Archer, Pack House Assistant | - | 2/8/2006 |
| Neville Stephen, Technical Officer | - | 2/8/2006 |
| Surujpaul Persaud, Driver | - | 18/9/2006 |
| Arika Manson, Brokerage Clerk | - | 18/9/2006 |
| Shanaza Ally, Technical Officer | - | 18/9/2006 |
| Stacy Lee, Shop Assistant/Cashier | - | 18/9/2006 |
| Jarrel Leander, Marketing Assistant | - | 7/11/2006 |
| Cavita Persaud, Shop Assistant/Cashier | - | 7/11/2006 |
| Asraf Ali Narine, Technical Officer | - | 13/11/2006 |
| Indira Indarjit, Admin. Assistant to the G.M. | - | 27/11/2006 |

Promoted

| | | |
|---|---|-----------|
| Rosaline Perkins, Market Research Officer | - | 1/01/2006 |
|---|---|-----------|

Transferred

| | | |
|-----------------------------|---|----------|
| Noel Harper, Shop Assistant | - | 6/2/2006 |
|-----------------------------|---|----------|

Completed Work Study

| | | |
|----------------------------------|---|----------|
| Aneka Hazel, Technical Assistant | - | 8/9/2006 |
|----------------------------------|---|----------|

Accounts

The corporation's budget for 2005 was:-

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

4.0 PRICE TRENDS AND SUPPLY

4.1 Price Trends

During the year 2006 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
- New Amsterdam
- Parika Opengate
- Parika Farmgate
- Stabroek Wholesale Market
- Stabroek Retail Market

In an effort to have the price reports more widely distributed the market research department made request to two newspapers namely Stabroek New and Guyana Chronicle to have the reports published. They both agreed and in effect from September 2006 it was published free of charge.

Price Analysis

Throughout the year of 2006 it was observed that there was a general fluctuation in the prices for produce belonging to all produce grouping. However in some case it was noted that prices showed a steady increase up to the third quarter and then decreased in the final quarter. This was seen particularly for commodities such as Plantains, Peanuts and Hot Pepper.

It was observed that the farm gate lowest average price for hot pepper was \$68.00 per pound and the highest average price was \$149.00 per pound. Therefore from the price trend it can be deduce that a farmer can sell pepper at a cost of 100-110 per all year round.

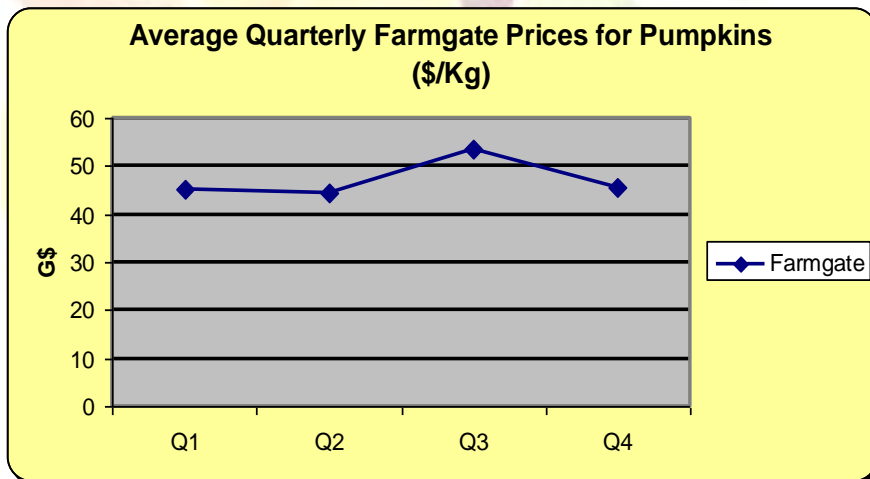
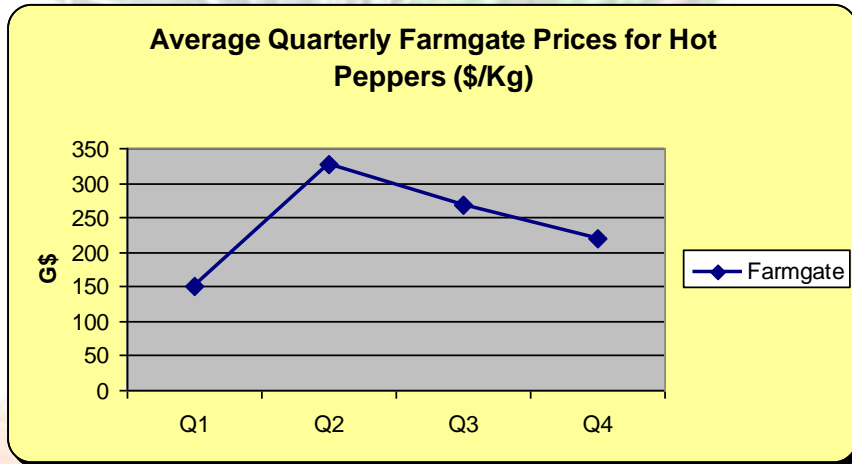
Pumpkins were also sold at an average of \$22 .00 per pound at the farm gate level. This is a highly competitive price for persons desirous of exporting.

It was noted that the wholesale price for plantains did not drop below \$60.00 instead it continued to increase at some markets while at others it fluctuated. The increased price for plantains may be as a result of the damage incurred by the flood in the plantain producing areas and the out break of the moko moko disease.

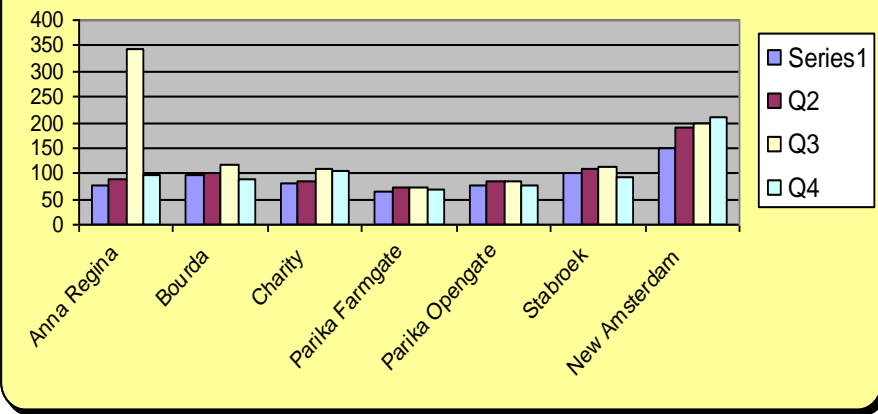
There was a general fluctuation in the price for pineapples at the market that were surveyed. It was observed that the average cost for a kg of pineapple was \$127.

Table I A and I B provide details of price observations at the various markets surveyed during 2006.

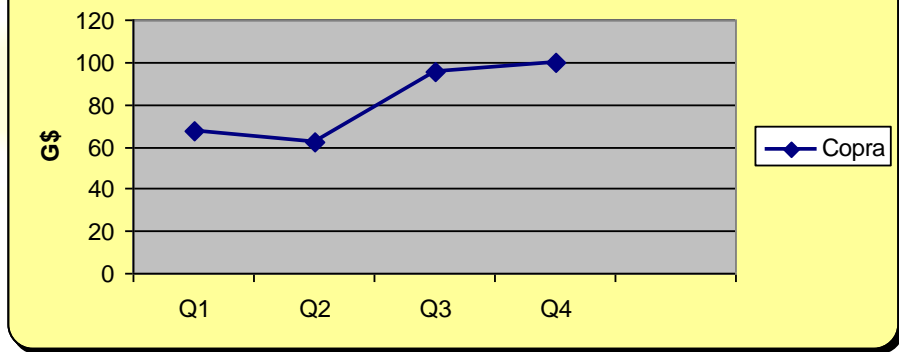
The graphs below illustrate some of the trends that were observed.

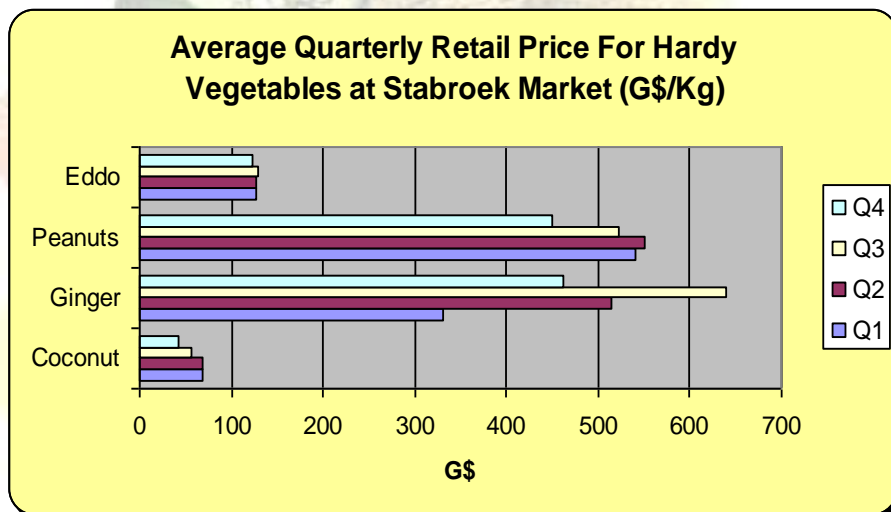
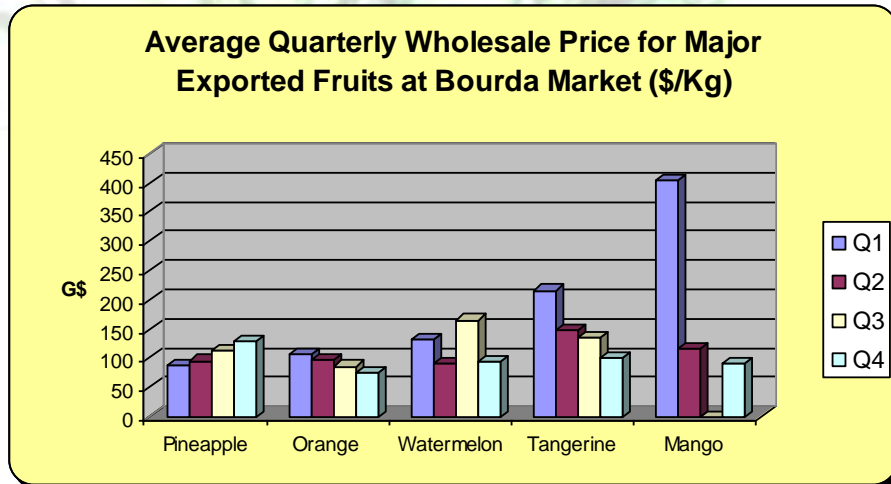


Average Quarterly Wholesale Prices for Plantain at Respective Markets (\$/Kg)



Average Quarterly Wholesale Prices for Copra at Charity (\$/Kgs)





Supply

There were adequate supplies of fruits and vegetables on the local market for consumers during 2006. However, it was noted that the prices for some commodities increased during the year indicating that there was a shortage in supply during some months in 2006. Some of the commodities that indicated that they were in short supply were pineapples, plantains, lime, lemons and poultry.

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

For 2006, the total volume of non-traditional products exported were 5,219 tonnes valued at G\$ 1.5 billion or US\$ 7.2 million. Exports for 2006 were 10.6 % or 500 tonnes higher than that of 2005.

Of this figure, 538 tonnes or 10 % were exported by air and 4681 tonnes or 90 % were exported by sea.

3088 tonnes or 59 % of overall total was exported regionally, whilst 2131 or 41 % was exported extra-regionally.

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

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

The major fresh commodities exported regionally were pumpkins, plantains watermelons, mango, and dry coconuts. The major processed commodities exported regionally were copra, heart of palm, crude coconut oil and pineapple puree.

The major fresh commodities exported extra-regionally were pumpkins, plantains watermelons, mango, and dry coconuts. The major processed commodities exported extra-regionally were copra, heart of palm, crude coconut oil and pineapple puree.

One hundred and twenty five (125) products were exported both regionally and extra regionally as compared to Eighty nine (89) products for 2005.

Major commodities exported included heart of palm (1439 tonnes), crude coconut oil (488 tonnes), copra (1546 tonnes), pineapple chunks (76 tonnes), pineapple puree (22 tonnes), watermelons (223 tonnes), pumpkins (417 tonnes), plantains (236 tonnes) mangoes (192 tonnes), dried coconuts (55 tonnes), eddoes (52 tonnes), pepper (hot) (48 tonnes), pineapples (24 tonnes), limes (35 tonnes), oranges (23 tonnes) and bora (12 tonnes).

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
 - Hometown 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
- 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.