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Caribbean Basin

Exporter Guide

Caribbean Basin Exporter Guide

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Report Highlights:

After averaging 10 percent annual growth over the past decade (2003-2012), U.S. exports of consumer-oriented products and fish products to the Caribbean are expected to near the \$1 billion mark in 2013, setting a new record in the process. With little agricultural production of its own, the Caribbean islands rely heavily on imported food products, particularly from the United States. This report aims to provide U.S. suppliers general information on opportunities in the Caribbean Basin and how to best approach this diverse and dynamic market.

Post:

Miami ATO

Executive Summary:

NOTE: For purposes of this report, the term “Caribbean” refers to the Caribbean Basin Agricultural Trade Office’s (CBATO) islands of coverage: Anguilla, Antigua & Barbuda, Aruba, The Bahamas, Barbados, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, the former Netherlands Antilles (Bonaire, Curaçao, Saba, Sint Eustatius, and Sint Maarten), St. Barthélemy, St. Kitts and Nevis, St. Lucia, St. Martin, St. Vincent & the Grenadines, Trinidad and Tobago, and Turks and Caicos Islands.

The Caribbean is an excellent market for U.S. suppliers, due in large part to the fact that demand for imported food products is largely inelastic. With an insufficient amount of arable land, scant water resources in some islands, no economies of scale, and a limited food-processing sector, the islands must import the majority of their food needs. There is also strong appeal of U.S. products among the 3.8 million local residents. Moreover, between six and seven million stop-over tourists (over half of which are from the United States) visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets. While sluggish economic conditions in most advanced economies are keeping tourism growth prospects in check, the sector is slowly inching forward.

Given these favorable conditions for U.S. exports, it is no surprise that the United States is the largest supplier of food products to the Caribbean. In 2012, the United States exported a record high \$870 million worth of consumer-oriented products to the region, capping 10 years of consecutive growth in the category. Preliminary data (Jan.-Nov.) indicate that U.S. exports of consumer-oriented products to the Caribbean are on pace to set a new high in 2013. Consumer-oriented products account for over 60 percent of U.S. agricultural and related product exports to the Caribbean, with poultry meat & products (excluding eggs), dairy products, beef & beef products, prepared foods, and snacks rounding out the top five export categories. In 2012, the United States also exported \$36 million worth of fish products to the region, which should reach a similar level in 2013.

Competition from Europe, Canada, South and Central America is beginning to intensify in the Caribbean. While the United States enjoys several advantages in the region, U.S. suppliers should be mindful that they will have to work hard at capitalizing on opportunities in the Caribbean in the years to come.

SECTION I. MARKET OVERVIEW

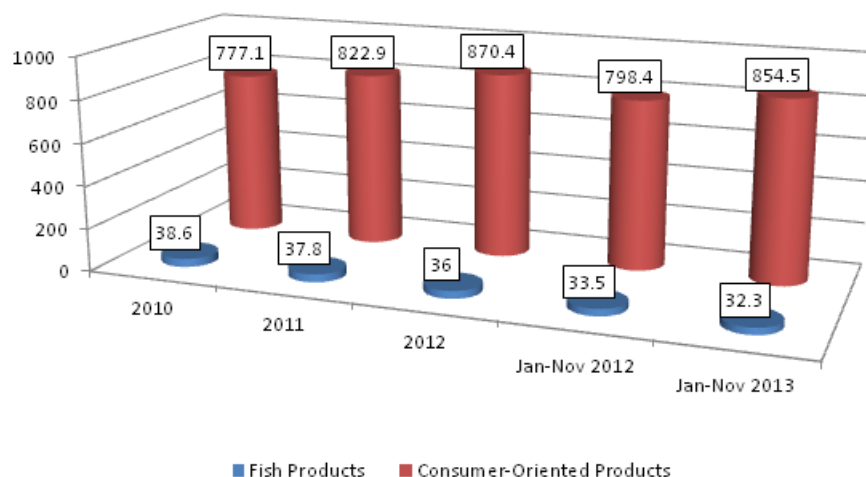
The small economies of the Caribbean, which are highly vulnerable to any external shocks, continue to struggle in the wake of the global economic recession in the late 2000's which curtailed tourist activity, dried up worker remittances, reduced foreign direct investment to the region, and softened demand for Caribbean exports. Beginning in 2010 the region began to show signs of economic recovery, but growth has been quite modest. High public debt, fragile financial systems, and weak competitiveness are keeping economic activity in check in many islands. According to the UN Economic Commission for Latin America and the Caribbean (ECLAC), in 2013 real GDP growth ranged from -0.7 percent to 2.1 percent in nine of the island markets covered by the CBATO.

Overall economic well-being in the Caribbean is intimately linked to the tourism sector. The vast majority of islands in the region rely heavily (some almost exclusively) on tourism as a source of income. Unfortunately, most travelers are holding a tight purse in light of continued uncertainty in their home economies and globally, according to the Caribbean Tourism Organization. Growth in the sector remains uneven, with some islands such as Aruba, Curacao, Sint Maarten and the Cayman Islands experiencing healthy gains while other markets such as The Bahamas, Barbados and Antigua and Barbuda are struggling to generate tourism revenues. Overall visitor inflows remain subdued. According to the World Tourism Organization for the first eight months of 2013, international tourist arrivals to the Caribbean increased by only 0.1 percent.

This lackluster growth does not necessarily spell bad news for U.S. suppliers, however. In fact, demand for U.S. foods remains as strong as ever. With an insufficient amount of arable land, scant water resources in some islands, no economies of scale, and a limited food-processing sector, the islands of the Caribbean must import the majority of their food needs. There is also the strong appeal of U.S. products among the 3.8 million local residents. This is primarily due to exposure to U.S. products through visits that many Caribbean citizens make to the United States and through U.S. television programming which is widely available throughout the region via satellite. Moreover, between six and seven million stop-over tourists (over half of which are from the United States) visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets. The regulatory environment in the islands is also quite receptive toward U.S. products.

Given these favorable conditions for U.S. exports, it is no surprise that the United States is the largest supplier of food products to the Caribbean. In 2012, the United States exported a record high \$870 million worth of consumer-oriented products to the region, capping 10 years of consecutive growth in the category. Preliminary data (Jan.-Nov.) indicate that U.S. exports of consumer-oriented products to the Caribbean are on pace to set a new high in 2013. Consumer-oriented products account for over 60 percent of U.S. agricultural and related product exports to the Caribbean, with poultry meat & products (excluding eggs), dairy products, beef & beef products, prepared foods, and snacks rounding out the top five export categories. In 2012, the United States also exported \$36 million worth of fish products to the region, which should reach a similar level in 2013.

U.S. Exports of Consumer-Oriented and Fish Products to the Caribbean
(Millions of Dollars)



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics.

Caribbean importers have a long history of doing business with the United States. Their strong interest in U.S. suppliers and products is mainly due to the following: close proximity, long-standing reputation of high quality products, and superior quality of service. In fact, many local importers have noted that they are able to source a variety of products from non-U.S. suppliers, but few of these suppliers can match their U.S. counterparts in terms of product quality and reliability.

Advantages	Challenges
With little arable land and food production, the islands of the Caribbean must import most of their food needs.	In some markets, such as the French West Indies, a key constraint is breaking the traditional ties with Europe. Chefs in many islands are European trained and thus prefer European products.
Although growth in tourism remains weak and uneven, the sector as a whole is inching forward and remains a key factor in generating demand for U.S. products, particularly in the food service sector. The Caribbean is visited by approximately six to seven million stop-over tourists annually.	Caribbean economic well-being is highly dependent on tourism. Hence, economies remain very susceptible to factors that may disrupt tourism (i.e. the world economy, terrorism, more active hurricane seasons, etc.).
The United States is the source of over 50 percent of all tourists visiting the region, boosting demand for U.S. foods.	Ocean transportation rates from the United States can be more expensive than those from Europe.
Proximity and frequent transportation service to the region work to the advantage of U.S. suppliers.	Political interest in attaining “regional food security” or “food sovereignty” has strengthened in recent years, and many islands are actively attempting to boost domestic production and diversify food supplies.
Exposure to US media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude	The nature of individual island markets requires special effort from US exporters: dealing with several small accounts; consolidation of small

toward U.S. products.	orders; complying with different import requirements for select products; ascertaining different market characteristics in every island.
US exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply the Caribbean than competitors.	The 2008 trade agreement between the Caribbean and the EU has set the stage for increased competition from Europe. CARICOM is also negotiating a free trade agreement with Canada.
The United States has a dominant market share in the vast majority of Caribbean islands (estimated at 55 percent overall).	Other competitors are also targeting the Caribbean. The expansion of the Panama Canal, which is expected to be completed in 2014, may open the door to greater competition from Asia.
The regulatory environment at present is fairly open to U.S. products.	Certain products, particularly meat and poultry, may be restricted in selected markets due to either EU or island-specific restrictions.

SECTION II. EXPORTER BUSINESS TIPS

The best way for a U.S. supplier to enter the market with success is to first research the market for potential niches, and develop an effective marketing plan. In doing so, it is important to weigh the advantages and disadvantages of using an importer/wholesaler versus selling directly to different customers throughout the region. The decision will not be the same for all U.S. exporters. For instance, large U.S. suppliers with a dedicated sales force who can travel to the islands periodically to service their customers may find it advantageous to work directly with multiple retail and food service accounts throughout the islands. Exporters who are not able to do so will find it easier to work with an importer/wholesaler in a particular island. The latter is, in fact, the easiest and preferred method for most U.S. exporters.

In general, Caribbean buyers rely heavily on consolidators, particularly those located in South Florida, for shipment of mixed container-loads to their local ports. As a result, a crucial part of doing business with Caribbean importers, is building a relationship with a consolidator in South Florida, and sometimes in New Jersey for purposes of shipping to Bermuda. Since some large resorts and chain supermarkets often order larger shipments directly from suppliers, the main resource for medium to smaller sized retail and food service businesses are local importer/wholesalers, making them a good target for smaller U.S. exporters. These importers/wholesalers will work with prospective U.S. suppliers to find the best means of product delivery, and meeting local standards and regulations. Local importers will usually stay informed of changing regulations and duties on food and beverage products.

In most islands, food safety responsibilities fall under the Ministry of Public Health or its equivalent. The Ministry of Agriculture may also play a role with plant and animal products both in terms of public health and in terms of plant and animal health. Meat and poultry, dairy products, seafood, and produce typically require import approval and health/country of origin certification. For example, phytosanitary certificates from the country of origin must accompany imported fresh produce and plants. Health certificates must accompany live animals and animal products. Certain items may be restricted if the government decides they pose a risk to food safety or plant and animal health. It is always a good idea for U.S. exporters to verify that their product is eligible for entry into a particular island prior to shipping.

Most Caribbean countries follow international standards (e.g. Codex Alimentarius standards) and fully accept U.S. standards for food and agricultural products, including the standard U.S. nutritional fact panel. However, U.S. suppliers must be aware that EU standards may apply for some EU Member State territories in the Caribbean. The French overseas departments of Guadeloupe & Martinique are a case in point, as they require food and beverage products to be labeled in French and to comply with EU norms. In general, enforcement of labeling and other product standards is carried out mostly at the port of entry, but routine and random checks at the retail and wholesale levels are also conducted. As always, good communication with local importers will help to ensure proper compliance with local food laws.

More information on Caribbean Basin import requirements can be found in the Food and Agricultural Import Regulations and Standards (FAIRS) Reports for the following countries: Aruba, The Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Curacao, Sint Maarten, and Trinidad and Tobago.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

A. HRI Food Service Sector

As mentioned earlier, tourism is expected to remain sluggish for the foreseeable future. However, one positive development is the considerable investment in tourism infrastructure that has taken place in recent years, which certainly strengthens the long term potential of the hotel, restaurant, and institutional (HRI) food service sector. One such investment is the Baha Mar Project in The Bahamas, which is being billed as the largest resort development currently under construction in North America and the largest single-phase resort development in the history of the Caribbean. The \$2.6 billion, 1,000 acre development will be located 5 miles west of Nassau along a half mile stretch known as Cable Beach. Construction of the project is well underway and is expected to be completed in late 2014. When finished, Baha Mar will include six new resort hotels, the Caribbean's largest casino, The Bahamas' largest convention center, and at least 12 new restaurants among other attractions. In an effort to capitalize on the Chinese and Asian outbound tourism trend, Baha Mar is setting up an office in Hong Kong's business district. They plan to court Asian tourists by promoting Baha Mar as an Asia-friendly destination. Bahamian tourism and demand for U.S. foods are expected to increase accordingly. U.S. suppliers of Asian style products may find Bahamian importers increasingly interested in their products if Bahamar is successful at attracting large numbers of Asian tourists. For more information see the following GAIN report: [Tourism Development Spells Good News for U.S. Suppliers.](#)

Overall, the Caribbean HRI food service sector accounts for 40 to 45 percent of consumer-related agricultural imports. The percentage of Caribbean hotels and restaurants that are independently owned varies from approximately 90 percent in Grenada to 25 percent in The Bahamas (Nassau in particular). This characteristic impacts the flow of imports to the island. The independently-owned restaurant or hotel is more likely to source its food and beverage products from local importers/wholesalers, while larger chain restaurants and hotels have both the connections and the economies of scale to also make direct imports from U.S. suppliers.

While corporate-owned resorts and hotels have boomed over recent years, independently- owned food service businesses are still strong on all Caribbean islands. Local independently-owned restaurants remain especially popular in countries such as Aruba, Barbados, Bermuda, and Sint Maarten/St. Martin. Some of the world's most acclaimed chefs are working in the Caribbean. Using high quality ingredients, these chefs and their restaurants often are a valuable platform for U.S. food and beverage products. However, many chefs are European-trained and thus breaking their preference toward European products can be challenging. Heightened interest of chefs in the use of locally produced ingredients is a recent trend, similar to other parts of the world.

For more information on this sector, see the following GAIN HRI food service sector reports for the Caribbean Basin: Cayman Islands (2013), Trinidad and Tobago (2012), The Bahamas (2011), Bermuda (2010), Eastern Caribbean (2009), Netherlands Antilles (2008).

B. Retail Sector

About 55 to 60 percent of consumer-related agricultural imports in the Caribbean are destined for the retail sector. Most of the products stocked on the shelves of Caribbean retail stores are imported.

As in the HRI sector, smaller retailers such as neighborhood 'mom and pop' stores will buy most if not all of their products from local import wholesalers. These retailers have a slower turnaround on product sales and have limited space for storage, which both lead to wholesale as a preferred option for sourcing food and beverage products.

In contrast, supermarket chains often have both local and U.S. or foreign-based purchasing offices. They work closely with U.S. suppliers to find the best prices for products of interest. Again, a consolidator in South Florida is still crucial to the equation in this market segment.

International retail chains in the Caribbean include: PriceSmart (U.S.), Cost-U-Less (U.S.), Save-A-Lot (U.S.), Carrefour (France), and Albert Heijn Zeelandia (Holland). While these retail outlets do quite well, 'mom and pop' stores will continue to supply a large share of consumers' needs for basic supplies. In addition, national and international convenience stores and gas marts play a small but growing role in consumer food purchases, contributing about five percent of total retail food sales.

An interesting market niche in the retail sector is yacht provisioning. Yachters (or 'yachtees' as they are known in some islands) often phone or fax in their orders to harbor stores or may venture into town to visit the local supermarkets who cater to their specific needs. This is especially prevalent in the British Virgin Islands, Antigua and Barbuda, and Trinidad and Tobago.

For more information on this sector, see the following GAIN retail sector reports for the Caribbean

Basin: Cayman Islands (2013), Trinidad and Tobago (2012), The Bahamas (2011), Bermuda (2010), Eastern Caribbean (2009), and the Dutch Caribbean (2008).

C. Food Processing Sector

Food processing in the broad Caribbean Basin is highly concentrated in the larger countries such as the Dominican Republic and Jamaica. In the CBATO's islands of coverage, which have very limited food production and practically no economies of scale, food processing is much less prevalent. In fact, bulk and intermediate agricultural products account for slightly over a quarter of U.S. agricultural exports to the CBATO islands. Nonetheless, there is processing of wheat flour, pasta products, rice, bakery products, soy products, dairy products, and animal feeds in some countries, particularly in Trinidad and Tobago and Barbados. Food processors within the region buy roughly 20 percent of raw materials and food ingredients from local suppliers and import 80 percent from international suppliers.

SECTION IV. BEST CONSUMER ORIENTED PRODUCT PROSPECTS

Market Opportunities exist for practically all high-value, consumer-oriented foods/beverages and seafood products in the Caribbean Basin. Some of the most prominent growth categories include:

Product Category	2012 Market Size* (Volume)	2012 Imports* (\$1,000)	5-Yr. Avg. Annual Import Growth*	Import Tariff Rate**	Key Constraints Over Market Development	Market Attractiveness for USA
Snack Foods	Min. Local Production	74,649	7%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Beef & Beef Products	Min. Local Production	75,637	13%	0-40%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic

						conditions.
Pork & Pork Products	Min. Local Production	38,843	7%	0-40% in most islands	Select countries have domestic purchase requirements. The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Dairy Products	Min. Local Production	88,639	5%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	Attractive to U.S. suppliers with market driven approach to business in the Caribbean.
Prepared Food	Min. Local Production	74,708	5%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Fruit & Vegetable Juices	Min. Local Production	43,907	6%	0-20%	Some domestic production in select islands (i.e. Trinidad & Tobago, Barbados). The retail mkt. is subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Poultry Meat	Min. Local Production	141,165	6%	0-40% in most islands	Some domestic production in select islands (i.e. Trinidad & Tobago, Barbados). The retail mkt. is subject to the health of the economy. The HRI mkt. depends on tourism. A possible increase in CARICOM's	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.

					common external tariff for poultry products could become a major constraint for U.S. suppliers.	
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*Total market size data is unavailable. Imports and average annual import growth are based on U.S. export data from the U.S. Bureau of the Census trade data.

**Applied import duties and competing imports may vary from country to country in the Caribbean.

Some other product categories with excellent 5-year average annual growth in U.S. exports include breakfast cereals (16 percent), chocolate and cocoa products (10 percent), and condiments & sauces (nine percent). _

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

A. For more information, please contact:

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Miami, Florida 33131
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B. Useful U.S. Government Websites:

Foreign Agricultural Service (FAS), USDA

This site provides extensive information on FAS programs and services, trade statistics, market research, trade shows and events, and much more.

<http://www.fas.usda.gov>

Caribbean Basin Agricultural Trade Office (CBATO), FAS/USDA

The CBATO website offers information on services available to U.S. exporters in the Caribbean, promotional activities, market research and more.

<http://www.cbato.fas.usda.gov>

US Department of Commerce

This is the U.S. Government's Export Portal, which provides a wealth of information on services and programs available to U.S. exporters. Comprehensive Country Commercial Guides are available for select markets through the portal's Market Research Library (under the Opportunities tab click on 'Market Research' and then on 'Market Research Library').

<http://www.export.gov>

US Department of State

This site provides country fact sheets as well as valuable information on travel & business in foreign countries and on U.S. Embassies and Consulates around the world.

<http://www.state.gov>

Central Intelligence Agency

The CIA's on-line World Factbook provides useful and up-to-date guides for practically every country in the world.

<https://www.cia.gov/library/publications/the-world-factbook/>

C. Other Useful Sources of Information (Non-U.S. Government):

The websites listed below are provided for the readers' convenience; USDA does NOT in any way endorse, guarantee the accuracy of, or necessarily concur with the information contained in these websites.

CARICOM (Caribbean Community)

<http://www.caricom.org>

Caribbean Hotel & Tourism Association (CHTA)

<http://www.caribbeanhotelassociation.com>

Caribbean Tourism Organization

<http://www.onecaribbean.org>

APPENDIX I. STATISTICS

The following statistics were obtained from several sources. Many sources of statistical information were consulted due to the widespread nature of the Caribbean Basin Agricultural Trade Office's islands of coverage. Some variations, depending on the agency compiling data, will exist in the tables provided.

TABLE A. KEY CARIBBEAN BASIN TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	2,214.8/58.4%
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	1,106.3/69.9%
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	76.1/56.2%
Total Population (Millions 2/) / Annual Growth Rate (%)	3.8 /Range: -0.3 to 2.87%
Urban Population (Millions 2/) / Annual Growth Rate (%)	1.6/Range:0.2 to 3.0%
Number of Major Metropolitan Areas 3/	0
Size of the Middle Class (Millions) / Growth Rate (%)	N/A
Per Capita Gross Domestic Product (ppp, U.S. Dollars)	Range: \$8,500 to \$86,000
Unemployment Rate (%)	Range: 5.0 to 31.6 %
Per Capita Food Expenditures (U.S. Dollars)	N/A
Percent of Female Population Employed 4/	Range: 22.6% to 58.7%
Exchange Rate (US\$1 = Caribbean country's currency)	Varies by Country

Footnotes:

1/ 2011 estimate based on available Global Trade Atlas data for Antigua & Barbuda, Aruba, The Bahamas,

Barbados, Montserrat, St. Kitts & Nevis, St. Vincent & The Grenadines, and Turks and Caicos.

2/ 2013 mid-year estimates.

3/ Populations in excess of 1,000,000

4/ Refers to female population employed as a percentage of total female population.

Source: CIA World Factbook, Global Trade Atlas, and Euromonitor.

TABLE B. CONSUMER FOOD AND EDIBLE FISHERY PRODUCT IMPORTS

(Millions of U.S. Dollars)

	2010	2011	2012	2012 (Jan-Nov)	2013 (Jan-Nov)
Consumer Oriented Total	777.1	822.9	870.4	798.4	854.5
Beef & Beef products	64.6	70.6	75.6	69.3	65.3
Pork & Pork Products	35.6	39.9	38.8	35.6	38.1
Poultry Meat & Products (ex. eggs)	126.9	135.4	141.2	129.3	141.1
Meat Products NESOI	14.2	15.1	14.0	12.8	11.3
Eggs & Products	19.4	20.7	21.6	19.8	23.1
Dairy Products	76.8	88.6	88.6	80.0	82.6
Fresh Fruit	26.6	28.8	30.8	28.1	31.5
Processed Fruit	6.6	8.0	9.9	9.3	10.1
Fresh Vegetables	23.8	25.9	21.0	18.8	26.5
Processed Vegetables	26.5	29.5	31.0	28.3	28.8
Fruit & Vegetable Juices	44.7	45.0	43.9	40.5	40.4
Tree Nuts	7.6	9.2	9.6	8.9	11.3
Chocolate and Coca Products	15.0	18.1	19.9	18.9	17.1
Snack Foods NESOI	66.4	64.7	74.6	68.6	68.6
Breakfast Cereals	14.5	15.2	16.8	15.7	17.5
Condiments & Sauces	24.1	25.1	27.2	25.0	25.7
Prepared Foods	64.2	65.9	74.7	68.4	81.0
Wine & Beer	34.5	35.8	39.8	36.3	40.5
Non-Alcoholic Beverages (ex. juices)	44.6	39.7	45.3	41.7	48.5

Dog & Cat Food	24.9	24.6	27.5	26.0	27.6
Other Consumer Oriented Products	15.7	17.1	18.5	17.0	18.0
Fish Products	38.6	37.8	36.0	33.5	32.3
GRAND TOTAL	815.7	860.7	906.4	831.9	886.8

Note: Trade data for approximately half of the Caribbean Basin countries are unavailable from the UN Trade database and other private databases either because the reporting countries have not reported the data or simply because the data do not exist. Therefore, the above table is based on U.S. export data only. Overall U.S. market share is estimated at 55 percent, ranging from single digits in the French Antilles to as much as 92 percent in The Bahamas.

Source: U.S. Bureau of the Census Trade Data.

TABLE C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

Consumer-Oriented Agricultural Imports*, US\$

	2009	2010	2011
United States	666,037,638	665,922,913	772,954,089
Netherlands	45,708,471	48,170,164	54,165,440
Trinidad and Tobago	44,350,479	44,897,315	46,615,350
Canada	19,617,347	23,908,560	25,116,744
United Kingdom	21,125,364	22,682,467	23,885,049
New Zealand	16,330,590	22,497,406	23,554,892
Brazil	20,673,554	19,479,536	20,873,776
Jamaica	12,366,548	10,609,752	12,130,827
France	9,341,985	9,100,138	8,842,660
Costa Rica	6,600,356	6,443,402	8,495,249
St. Lucia	7,865,799	8,507,760	7,081,561
Chile	6,702,648	7,120,998	6,448,596
Mexico	3,836,246	4,604,077	5,069,983
Argentina	6,172,546	5,069,332	4,571,163
Dominican Republic	2,451,731	3,216,359	4,309,754
GRAND TOTAL	962,744,319	972,408,082	1,106,298,040

* Import data for all Caribbean Basin countries are not available. Data in the above table are for Antigua &

Barbuda, Aruba, The Bahamas, Barbados, Montserrat, St. Kitts & Nevis, St. Vincent & the Grenadines, and Turks and Caicos Islands.

Source: Global Trade Atlas.

Fish & Seafood Product Imports*, US\$

	2009	2010	2011
United States	38,505,304	38,013,986	42,729,404
Canada	8,041,083	7,719,512	8,353,113
Thailand	2,745,838	2,806,940	4,709,090
Suriname	2,950,092	2,611,785	3,971,953
Trinidad & Tobago	1,750,295	1,958,207	2,156,865
Guyana	1,721,898	1,720,638	1,818,411
Norway	1,312,471	1,820,300	1,400,402
China	336,616	469,333	1,059,571
United Kingdom	736,701	772,674	687,340
Other Asia N.E.S.	641,687	571,268	623,327
Panama	718,102	474,982	587,060
St. Vincent & the Grenadines	670,973	551,904	555,035
Vietnam	363,020	594,676	546,433
Belize	180,689	49,039	498,472
Chile	1,053,019	497,416	352,904
GRAND TOTAL	66,083,785	65,031,345	76,144,462

* Import data for all Caribbean Basin countries are not available. Data in the above table are for Antigua & Barbuda, Aruba, The Bahamas, Barbados, Montserrat, St. Kitts & Nevis, St. Vincent & the Grenadines, and Turks and Caicos Islands.

Source: Global Trade Atlas.