

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY

Required Report - public distribution

Date: 4/27/2012

GAIN Report Number: CB1202

Caribbean Basin

Food Service - Hotel Restaurant Institutional

Trinidad and Tobago Food Service Sector Report

Approved By:

K. Nishiura

Prepared By:

O. Gonzalez

Report Highlights:

Trinidad and Tobago's food service sector has grown exponentially over the past 5-10 years. A strong economy, a growing middle class, more women entering the workforce, and large investments in the sector have all led to rapid growth in the number and variety of eateries and in the sector's sales volumes. This in turn has helped the United States achieve record levels of consumer-oriented and seafood exports to Trinidad and Tobago in recent years. While the sustainability of such strong growth remains to be seen, opportunities for U.S. food service suppliers remain strong for the time being.

Post:

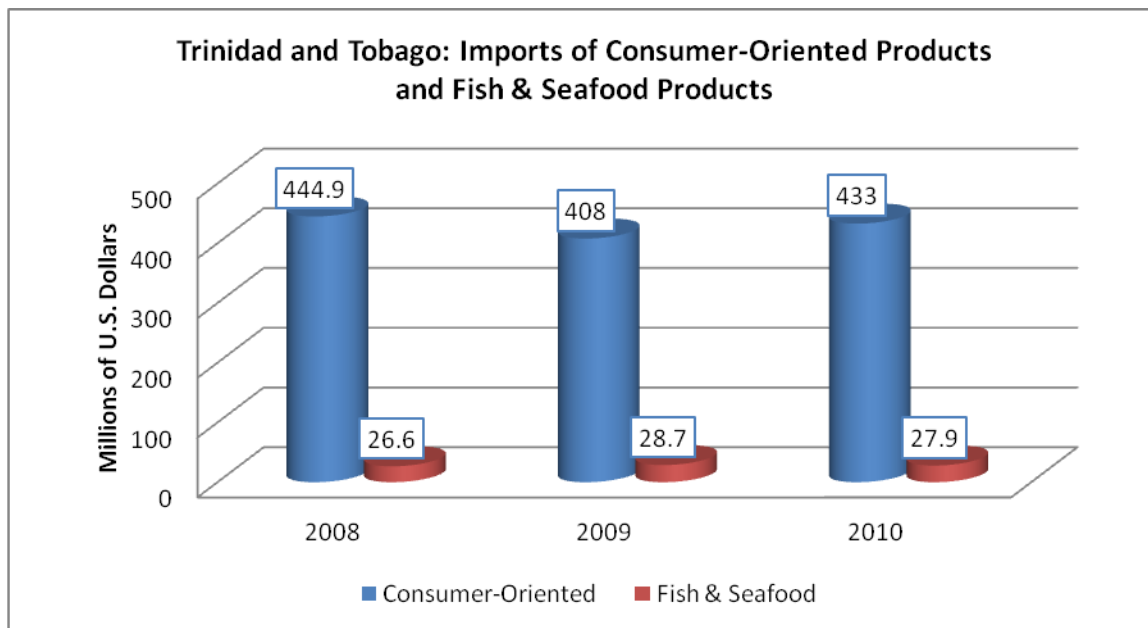
Miami ATO

Author Defined:**SECTION I. MARKET SUMMARY**

The two-island republic of Trinidad and Tobago (T&T) is the southernmost country in the Caribbean archipelago, approximately seven miles off the northeastern coast of Venezuela. T&T has a total area of 5,128 square kilometers (1,980 square miles), slightly smaller than Delaware. T&T's 1.2 million people share a common culture, but trace their ancestry back to Africa, India, Europe, China, the Middle East and the Mediterranean. The majority of T&T's population lives on the island of Trinidad, a mixture of bustling metropolis, mountainous tropical forests, and plains. Contrasting with Trinidad's robust business sector, the island of Tobago is a small tourist destination known for its beautiful beaches and laid-back lifestyle.

Considered a high-income country (according to World Bank criteria), T&T is one of the wealthiest and most developed countries in the Caribbean. GDP increased by over 2 percent in 2011, after having contracted as a result of the world recession. Unlike most of its Caribbean neighbors, Trinidad has a large industrial sector, which is primarily based on petroleum and natural gas production and processing. Financial services and manufacturing are also important contributors to the economy. Tourism, mainly concentrated on the island of Tobago, is a small yet growing sector which is being targeted for continued expansion.

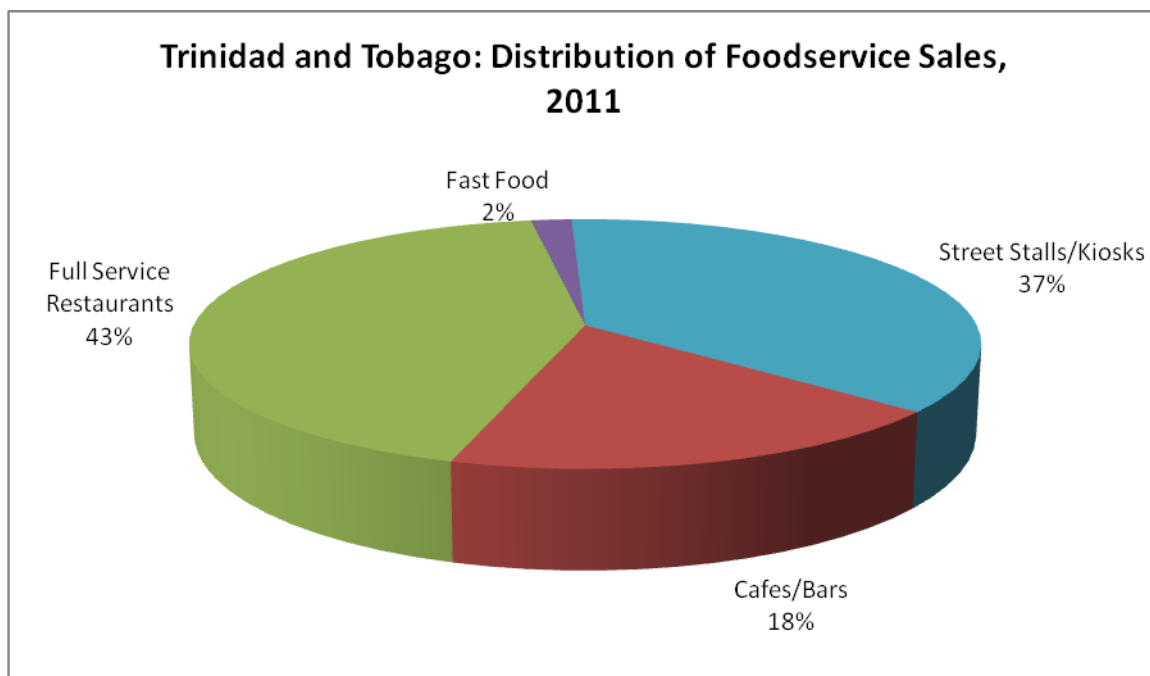
Agricultural activity remains small (less than 1 percent of GDP), yet the Government of T&T is making efforts to revitalize the sector in order to boost domestic food supplies. Given its limited agricultural production, T&T must import most of its food needs. In 2010, T&T imported \$760 million in farm products, with approximately two thirds of these imports being consumer-oriented and seafood products. The remaining one third of farm product imports are made up mostly of bulk and intermediate products, which are utilized by over 300 processors to produce a variety of food and drink products, including wheat flour, poultry, pork, beverages, snacks, sauces, condiments, and other products.



Source: Global Trade Atlas

Of the \$461 million in consumer-oriented and seafood products imported into T&T (2010), an estimated 70 percent move through retail channels and 30 percent through the hotel, restaurant, and institutional food service sector.

The hotel, restaurant, and institutional (HRI) food service sector is a vibrant area of commerce in T&T driven by a strong economy, a growing middle class, and an increasing number of women in the workforce. Over the past five years T&T's food service sales grew at an average annual rate of 7.75 percent in real terms, reaching an estimated US\$771.6 million in 2011 (Euromonitor International). There are an estimated 3,800 food service outlets in T&T, of which approximately three quarters are street stalls and kiosks. The remainder is made up mostly of full service restaurants, cafés & bars, and fast-food eateries.



Notes: 1) Based on Food Service Value (Retail Sales Price); 2) Post estimates the percentage for fast food is higher, possibly over 10 percent.

Source: Derived from data from Euromonitor International.

With a relatively robust economy and per capita GDP of \$20,300 in 2011 (one of the highest in the Caribbean), continued strong consumer spending is anticipated. However, given the HRI's food service sector rapid expansion in recent years and overall market size limitations, more moderate growth levels are anticipated in the coming years. Following are some of the main trends taking place in T&T's HRI food service sector.

- More and more food service establishments are entering the market. Over the past five years, the number of food service outlets has increased by nine percent.
- The variety of food service outlets has also increased dramatically over the past several years. Independent restaurants featuring cuisine from different corners of the globe are quite common. There has also been an explosion in the number of fast food outlets, particularly of U.S. chain restaurants.
- There is a trend toward low fat and health foods, and to a lesser extent toward organic products.
- More and more women are entering the workforce. According to Euromonitor International, the number of women in the workforce has grown by an average of 2.75 percent over the past five years, compared to 0.35 percent average annual growth for men. This growth in female employment and the increasingly busy lifestyle of most Trinbagonians is translating into less time for home-prepared meals and more eating out.

Advantages	Challenges
With limited agricultural production, T&T must import most of its food needs.	Despite its domestic agricultural limitations, T&T possesses a relatively vibrant food processing sector. U.S. suppliers will encounter competition from T&T suppliers of wheat flour, poultry, pork, beverages, snacks, biscuits, sauces, and other products.

The United States supplies 38 percent of all imported food and seafood products in T&T, more than any other country.	Local importers/distributors already carry many major U.S. brands. It may be difficult for new products to compete with these brands and to find an importer who does not carry competing brands.
Exposure to U.S. media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products.	The 2008 trade agreement between the Caribbean and the EU has set the stage for increased competition from Europe. The Caribbean Community (CARICOM) is also negotiating a free trade agreement with Canada. The expansion of the Panama Canal, which is expected to be completed in 2014, may also pave the way for greater competition from Asia.
The regulatory environment at present is fairly open to U.S. products.	As a member of CARICOM, T&T offers duty-free access to other CARICOM-member countries. This has a positive impact on the price-appeal of regional goods which can compete with U.S. products in select categories.
Proximity is a big plus. US exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply T&T than competitors.	Although T&T is one of the largest markets in the Caribbean, individual orders tend to be relatively small and favor mixed rather than full container loads.

SECTION II. ROAD MAP FOR MARKET ENTRY

A. Entry Strategy

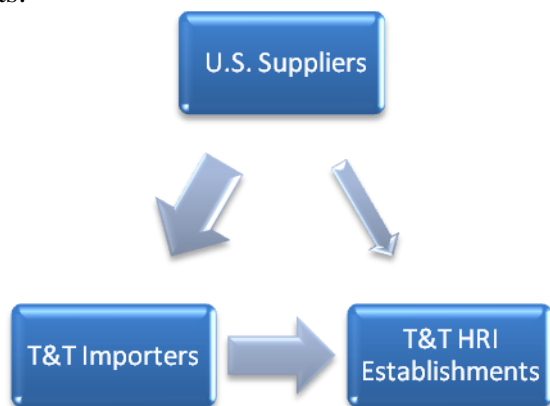
The best method for U.S. suppliers to enter the food service market in T&T is via local importers/distributors that service many HRI accounts. Local importers/distributors have a wide access to the food and beverage markets, possess large warehouse facilities, and carry a large inventory of products. Thus, U.S. suppliers will be able to achieve maximum sales volume by working with local importers. On average, food service operators buy approximately 75-80 percent of their food and beverage products from local importers and the remaining 20-25 percent from local manufacturers and growers. In cases where food service operators need specialty items not carried by local suppliers, they will import those items directly. This is especially true of the larger hotels and restaurant chains, which can import directly up to 25 percent of their needs. Even products that are not of U.S. origin are usually shipped from the United States since U.S. suppliers carry a wide variety of specialty foods.

While importers prefer to respond to chefs' and food and beverage managers' requests, the first step for new product introductions is to have product samples tested in hotels or restaurants. However, importers are always interested in learning about high quality and good value products and take the initiative to introduce products to their customers, given promotional incentives from the supplier. If feasible, traveling to T&T to meet with potential customers and see the market first-hand offers the best results. Local importers and food service representatives also travel to U.S. trade shows such as the National Restaurant Association (NRA) Show in Chicago and the America's Food and Beverage (AFB) Show in Miami to meet face-to-face with product representatives. Good follow-up with prospective clients after the trade show is essential in order to develop a successful business relationship.

B. Market Structure

Product Flow of Imported Products

The following chart illustrates the two main ways in which imported U.S. products reach T&T HRI establishments.



C. Sub-Sector Profiles

1. Hotels and Resorts

Unlike most Caribbean destinations where tourism is the backbone of the economy, tourism in T&T represents only about 10 percent of GDP. Nevertheless, tourism in T&T is a growing industry. Most of T&T's 431,000 visitors (2011) can be divided into two groups:

The first group is composed of business travelers visiting Trinidad. Many of the hotels in Trinidad cater to the business traveler and host conferences for international businesses and regional organizations. In addition to the year-round influx of business travelers, a large share of Trinidad's tourists arrive for Carnival, the biggest Mardi Gras celebration in the Caribbean. Although Carnival is a two-day celebration (just prior to Ash Wednesday), it usually involves daily festivities in the weeks leading up to Carnival itself.

The second group is made up of leisure travelers visiting the small island of Tobago. Thus, in Tobago beach resorts and hotels are the norm. Tobago's tourism season, like that of other Caribbean islands, is from Thanksgiving to Easter with a small increase for the Tobago Heritage Festival in July. Difficult economic times in Europe, the main source of Tobago's international visitors, have diminished tourist activity on the island to some degree.

According to T&T's Central Statistics Office there are approximately 297 hotels and guest houses in T&T (2010). With the exception of large hotels, which may import up to 25 percent of their food and beverage needs directly, most hotels rely on importers/distributors for most if not all of their needs. The following lists provide information on some of T&T's most prominent hotels.

Company Profiles

Name	Location	Number of Rooms	Purchasing Agent
------	----------	-----------------	------------------

Hyatt Regency Trinidad	Port of Spain, Trinidad	428	With the exception of large hotels, which may import up to 25 percent of their food and beverage needs directly, most hotels rely on importers/distributors for most if not all of their needs.
Hilton Trinidad & Conference Centre	Port of Spain, Trinidad	418	
Crowne Plaza Trinidad	Port of Spain, Trinidad	243	
The Carlton Savannah	Port of Spain, Trinidad	157	
Courtyard by Marriott	Port of Spain, Trinidad	119	
Cara Suites Hotel & Conference Centre	Pointe-a-Pierre, Trinidad	100	
Holiday Inn Express Hotel & Suites	Trincity, Trinidad	82	
Kapok Hotel	St. Clair, Trinidad	94	
Cascadia Hotel & Conference Centre	St. Ann's Valley, Trinidad	68	
Royal Hotel	San Fernando, Trinidad	60	
Crews Inn Hotel and Yachting Centre	Chaguaramas Bay, Trinidad	46	
Tradewinds Hotel	San Fernando, Trinidad	41	

* The above list is partial and should not be viewed as complete listing of Trinidad hotels.

Name	Location	Number of Rooms	Purchasing Agent
Magdalena Grand Beach Resort	Tobago Plantations Estate, Tobago	178	With the exception of large hotels which may import up to 25 percent of their food and beverage needs directly, most hotels rely on importers/distributors for most if not all of their needs.
Coco Reef Resort & Spa	Scarborough, Tobago	135	
Mount Irvine Bay Hotel & Golf Club	Scarborough, Tobago	105	
Blue Haven Hotel	Scarborough, Tobago	55	
Tropikist Beach Hotel &	Crown Point, Tobago	54	

Resort Ltd.			
Blue Waters Inn	Batteaux Bay, Tobago	38	

* The above list is partial and should not be viewed as complete listing of Tobago hotels.

2. Restaurants

Most fine dining is found in the capital city of Port of Spain, Trinidad, and on the island of Tobago. Within the fine dining establishments, most chefs are international, while in the casual eateries most chefs tend to be local. T&T culinary professionals have a superb reputation within the region. In 2011 T&T's National Culinary Team captured the Gold Medal for 'Caribbean Team of the Year' award at the prestigious 'Taste of the Caribbean' Chef competition. The team has won this distinction numerous times in the past and team members have won numerous individual awards as well.

Kentucky Fried Chicken is the largest restaurant chain, followed by Subway and the locally-owned Royal Castle. The majority of restaurants rely on importers/distributors for most of their food supplies and to a lesser extent on local manufacturers and growers. Although percentages may vary depending on several factors, on average restaurants buy approximately 75-80 percent of their food and beverage products from local importers and the remaining 20-25 percent from local producers. In cases where food service operators need specialty items not carried by local suppliers, they may import those items directly. Popular cuisines include the following: Chinese, Caribbean and Creole, Indian, French, Italian, Japanese, Thai, and American.

Following is a list of some of T&T's most prominent independent restaurants.

Name	Number of Outlets, Location	Type	Purchasing Agent
Prime	1, Port of Spain	Fine dining (Steakhouse)	On average, food service operators buy approximately 75-80 percent of their food and beverage products from local importers and the remaining 20-25 percent from local manufacturers and growers. In cases where food service operators need specialty items not carried by local suppliers, they will import those items directly.
Waterfront Restaurant	1, Port of Spain	Fine dining (contemporary Caribbean)	
Angelo's Italian Restaurant	1, Port of Spain	Fine dining (Italian)	
Chaud Restaurant	1, Port of Spain	Fine dining (International, fusion)	
Chaud Creole	1, Port of Spain	Casual (T&T & West Indian)	
360 Degrees Restaurant	1, Port of Spain	Fine dining (Caribbean, International)	
Mélange	1, Port of Spain	Fine dining (International)	

Veni Mangé	1, Port of Spain	Casual (West Indian)	
Bois Cano	1, Port of Spain	Fine Dining (Asian-Polynesian)	
Solimar	1, Port of Spain	Casual (International)	
Magdalena Grand	3, Tobago	Fine, casual, and waterfront dining (International)	
Café Havana	1, Tobago	Casual (Caribbean, fusion)	
El Pescador Seafood Restaurant	1, Tobago	Beachside (Seafood)	
The Pasta Gallery	1, Tobago	Casual (Italian)	
The Seahorse Inn Restaurant & Bar	1, Tobago	Beachside Casual (Creole, International)	

* The above list is partial and should not be viewed as complete listing of T&T independent restaurants.

Some of T&T's chain restaurants are listed below.

Name	Number of Outlets, Location	Type	Purchasing Agent
KFC	55, Nationwide	Fast food	On average, food service operators buy approximately 75-80 percent of their food and beverage products from local importers and the remaining 20-25 percent from local manufacturers and growers. In cases where food service operators need specialty items not carried by local suppliers, they will import those items directly.
Subway	38, Nationwide	Fast food	
Royal Castle	27, Nationwide	Fast food	
Church's Chicken	16, Nationwide	Fast food	
Burger King	11, Trinidad (island-wide)	Fast food	
Pizza Hut	7, Nationwide	Fast food	
Popeye's Louisiana Kitchen	5, Trinidad (Port of Spain, Trincity, Chaguanas, Gulf City, Grand Bazaar)	Fast food	
Domino's Pizza	3, Trinidad (Woodbrook, West Moorings, San Fernando)	Fast food	
T.G.I.	3, Trinidad (Port of	Casual	

Friday's	Spain, Chaguanas, San Fernando)	dining	
Ruby Tuesday	3, Trinidad (Port of Spain, Chaguanas, Grand Bazaar)	Casual dining	
Wendy's	2, Trinidad (Port of Spain & Gulf City)	Fast food	
Cinnabon	2, Trinidad (Trincity, San Fernando)	Fast food	
Pollo Tropical	1, Trinidad (Port of Spain)	Fast food	
McDonald's	1, Trinidad (Port of Spain)	Fast food	
Texas de Brazil	1, Trinidad (Port of Spain)	Steakhouse	
Benihana	1, Trinidad (Trincity)	Japanese	

* The above list is partial and should not be viewed as complete listing of T&T chain restaurants.

3. Institutional

In addition to the hotel and restaurant market, institutional catering is an attractive market niche in Trinidad and Tobago. This market segment consists of catering to the petrochemical industry, airlines, yachts, hospitals, schools and prisons.

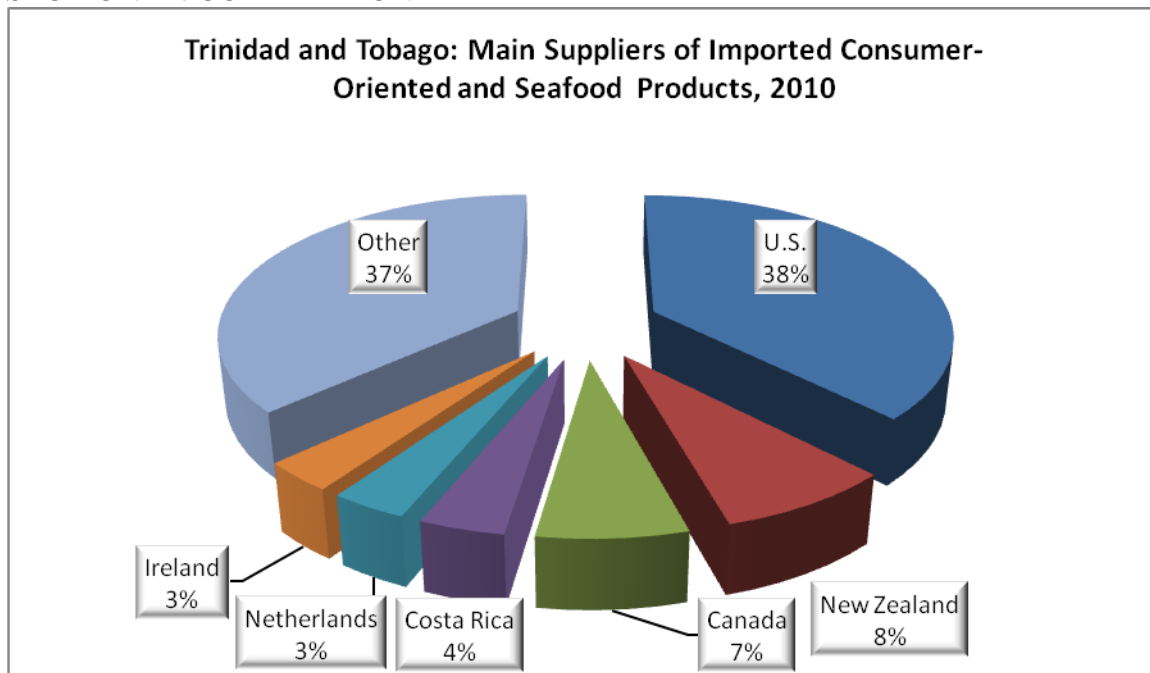
Petrochemical industry: Oil and natural gas operations demand a steady supply of a variety of food products. Local catering businesses in Trinidad provide a full range of services for both land-based and offshore oil and natural gas operations, which include supplying food products and cooking and preparing meals. The majority of the catering companies purchase their products, including imported products, from local importers. However, Classic Caterers, the largest offshore catering service in Trinidad, has its own warehouse facility and also imports food and beverage products directly from U.S. suppliers. The best method to enter this market is via direct contact with the catering companies (sending product literature and samples, and traveling to Trinidad to do product presentations). If interested in a particular product, caterers will contact the particular local importer/distributors from which they purchase imported food and beverage products.

Airlines: Allied Caterers Ltd., which is part of a large regional import, distribution, and catering conglomerate (Goddard Enterprises), is T&T's sole airline caterer. Allied provides in-flight meals to T&T-based Caribbean Airlines, as well as to several other U.S. and international carriers. The company enjoys using U.S. products because of their consistency and quality. Allied buys U.S. products from local importers and wholesalers and also imports products from U.S. suppliers through Goddard's Florida-based buying operations.

Yachts: Trinidad and Tobago is just south of the hurricane belt, making the two-island republic an ideal spot for yachters (or ‘yachtees’ as they are known locally) to keep their vessels during hurricane season. There are seven marinas and ten ports of entry in the two-island nation. The Chaguaramas Peninsula in Trinidad, and the Ports of Scarborough and Charlotteville on the island of Tobago, are the main areas of yacht development in the two-island nation. Yachters obtain their food provisions by either calling ahead and ordering from a supplier specializing in yacht provisioning, or by purchasing food provisions from local retail outlets strategically located near the main marinas. Unfortunately, the number of yachters visiting T&T in recent years has declined steadily. Among other factors, reported changes in how insurance companies handle the risk of insuring yachts has diminished the need for yachters to anchor their vessels outside the hurricane belt.

Hospitals, Schools, and Prisons: The Regional Health Authority (RHA), the School Nutrition Program and the Prisons Division, are the T&T government organizations responsible for purchasing food products for the various district hospitals, schools, and prisons, respectively. Their purchases are primarily focused on buying locally while using importers/wholesalers for all imported products.

SECTION III. COMPETITION



Source: Global Trade Atlas.

At 38 percent, the U.S. share of the T&T market for imported consumer-oriented products dwarfs that of all other competitors. According to U.S. trade data, U.S. exports of both consumer-oriented and seafood categories posted record numbers in 2011, reaching \$161.2 and \$4.4 million, respectively. Quality products, competitive pricing, and proximity are among the key advantages enjoyed by U.S. suppliers. Nevertheless, U.S. suppliers do face competition in T&T. New Zealand, the number two supplier of imported products, is strong in dairy and lamb. Canada, which ranks third among all suppliers, has a relatively strong presence in many branded products, seafood, potato products and pork. Europe also competes in the market, particularly with branded products and dairy.

Competition from foreign countries will likely heat up in coming years. The 2008 trade agreement between the Caribbean and the EU has effectively begun reducing tariffs for a large share of agricultural goods from the EU over the next 25 years (see GAIN report C19001 - Caribbean Signs Trade Accord with EC, 1/22/2009). The Caribbean Community (CARICOM), of which T&T is a member, is also negotiating a free trade agreement with Canada.

U.S. suppliers also face competition from within T&T and from neighboring Caribbean islands. As mentioned earlier, T&T has a rather well developed food processing industry and there are a large number of consumer-oriented food and beverage products supplied locally. Barbadian and Jamaican products are also popular in T&T. Local and regional suppliers are often more adept at catering to the unique “Trini” palate, which has influences from a variety of ethnic groups in the market.

The following table illustrates the respective country market shares in different product categories:

Product Category & Total Imports (2010)	Major Supply Sources (2010)	Strengths of Key Supply Countries	Advantages & Disadvantages of Local Suppliers
Snack Foods (\$21.9 million)	U.S.: 44.6% U.K.: 18.8% Barbados: 5%	In most product categories the United States is either the leading supplier or one of the top three suppliers. Competitive pricing, quality products and proximity are some of the key advantages of U.S. suppliers. Exposure to U.S. media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products. In some of the larger import categories (red meats and dairy) where the United States faces competition from New Zealand, Australia, Canada, and Europe, competitive pricing is a key factor.	With strong cultural influences from Asia, Africa, Europe, and the Middle East, the “Trini” palate is quite unique. Local and regional suppliers are often more adept at catering to consumer tastes and adapting to preferences of the many ethnic groups.
Breakfast Cereals & Pancake Mix (\$6.5 million)	U.S.: 70.4% Mexico: 12.1% U.K.: 5.4%		
Red Meats, FR/CH/FZ (\$40.6 million)	U.S.: 33.8% Australia: 21% New Zealand: 17.2%		
Red Meats, Prep/Pres (\$18.5 million)	U.S.: 57.3% Brazil: 23.4% Canada: 12.6%		
Poultry Meat (\$17.6 million)	U.S.: 93.8% Canada: 4.9% U.K.: 1.1%		
Dairy Products (\$74.5 million)	New Zealand: 40.2% Ireland: 19.7% U.S.: 13.6%		
Eggs &	U.S.: 87.5%		

Products (\$12.7 million)	France: 8.3% Canada: 3.0%		
Fresh Fruit (\$12.7 million)	U.S.: 59.6% St. Vincent & the Grenadines: 12.6% St. Lucia: 9.8%		
Fresh Vegetables (\$28.7 million)	Netherlands.: 29.9% China: 24.6% U.S.: 22.7%		
Processed Fruit & Veg. (\$39.1 million)	U.S.: 31.9% Netherlands: 15.0% Canada: 10.9%		
Fruit & Vegetable Juices (\$17.6 million)	U.S.: 47.9% Belize: 29.1% Thailand: 4.3%		
Tree Nuts (\$5.4 million)	U.S.: 40% India: 39.2% Vietnam: 15.7%		
Wine & Beer (\$7.9 million)	St. Lucia: 39.9% France: 13.4% Jamaica: 10.6%		
Fish & Seafood (\$27.9 million)	Canada: 33.8% U.S.: 14.1% Thailand: 13.9%		

Source: Trade data from Global Trade Atlas.

SECTION IV. BEST PRODUCT PROSPECTS

Products Present in the Market Which Have Good Sales Potential

Market opportunities exist for virtually all high-value, consumer-oriented foods/beverages and seafood products in T&T. Some of the most prominent growth categories are listed below. It should be noted that local manufacturers are reportedly lobbying for higher import duties for select poultry products, pork, and ice cream. Duties for most poultry and pork products could increase from 40 percent to 80 percent and duties for ice cream could increase from 20 percent to 60 percent. Until such increases take

place (which is not a certainty), export opportunities for these and practically all other product categories remains strong.

Product Category	Market Size	Imports (2010, millions of US\$)	5-Yr. Avg. Annual Import Growth (%)	Import Tariff Rate (%) 1/	Key Constraints Over Market Development	Market Attractiveness for USA
Breakfast Cereals & Pancake Mix	n/a	6.5	9.3	0-20	Some local and regional competition	T&T possesses one of the strongest economies in the Caribbean. Per capita income and disposable income are relatively high. The United States has experienced Record-setting growth in its consumer-oriented and fish product exports to T&T in recent years. T&T consumers have a strong preference for U.S. Products. The United States is the leading supplier in practically all major product categories.
Red Meats FR/CH/FZ	n/a	40.6	13.2	0-40	Possible increase in pork duties; CARICOM FTA with Canada could undermine U.S. meat sales, particularly for pork	
Red Meats Prep/Pres	n/a	18.5	18.0	0-20		
Poultry Meat	n/a	17.6	36.2	0-40	Local competition, impending increase in poultry duties	
Dairy Products	n/a	74.5	8.8	0-40	Strong competition from New Zealand for commodity cheese; some local and regional competition; possible increase in ice cream duties	
Fresh Fruit	n/a	12.7	11.0	15-40	n/a	
Fresh Vegetables	n/a	28.7	5.7	0-40	n/a	

1/ - Refers to CARICOM's Common External Tariff (CET), which is applied by Trinidad and Tobago. Exemptions may apply to specific tariff lines, meaning that rates other than the CARICOM CET may be applied for select products. For definitive information on actual applied rates, it is recommended that

U.S. exporters contact Trinidad and Tobago's Customs and Excise Division (see Section V for contact information).

Source: Trade data from Global Trade Atlas.

Products Not Present in Significant Quantities but that Have Good Sales Potential

- Healthy food products (i.e. low-fat foods, granola bars, organic products)
- Herbal products (i.e. tea)
- Non-Caribbean & specialty produce (i.e. raspberries, strawberries, Brussels sprouts, asparagus, artichokes)
- Pickled products
- Ethnic food products and ingredients, particularly Halal products and sauces/condiments for Indian cuisine.

Products Not Present Because They Face Significant Barriers

n/a

SECTION V. POST CONTACT AND FURTHER INFORMATION

A. FOR MORE INFORMATION PLEASE CONTACT:

Caribbean Basin Agricultural Trade Office (CBATO)

Foreign Agricultural Service

U.S. Department of Agriculture

909 SE 1st. Ave., Suite 720

Miami, FL 33131

Tel: (305) 536-5300

Fax: (305) 536-7577

E-mail: atocaribbeanbasin@fas.usda.gov

Website: www.cbato.fas.usda.gov

Katherine Nishiura

Director

Katherine.Nishiura@fas.usda.gov

Mark Ford

Deputy Director

Mark.Ford@fas.usda.gov

Omar Gonzalez

Agricultural Marketing Specialist

Omar.Gonzalez@fas.usda.gov

Graciela Juelle

Agricultural Marketing Assistant

Grace.Juelle@fas.usda.gov

B. OTHER U.S. GOVERNMENT SOURCES:

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>

U.S. Department of State

This site provides valuable information on travel & business in foreign countries, information on U.S. Embassies and Consulates around the world, and country background notes.

<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/>

More information on marketing U.S. products and services is available in the Country Commercial Guide for T&T.

http://www.buyusainfo.net/docs/x_9864695.pdf

C. NON-U.S. GOVERNMENT SOURCES:

Trinidad Hotels, Restaurants & Tourism Association

c/o Trinidad & Tobago Hospitality and Tourism Institute

Airway Road

Chaguaramas, Trinidad, West Indies

Tel: (868) 634-1174/75

Fax: (868) 634-1176

E-Mail: info@tnthotels.com

For information on import duties, contact:

Research & Policy Unit

Customs & Excise Division

Ministry of Finance

Nicholas Court, Abercromby Street

Port of Spain, Trinidad

Tel: 1 (868) 625-3311 to 19 ext. 260

Fax: 1 (868) 623-8557

E-mail: policyunit@customs.gov.tt

D. LINKS TO OTHER USEFUL REPORTS:

Food and Agricultural Import Regulations and Standards (FAIRS) - T&T Country Report

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Narrative_Miami%20ATO_Trinidad%20and%20Tobago_12-28-2011.pdf

Food and Agricultural Import Regulations and Standards (FAIRS) - T&T Export Certificate Report

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Food%20and%20Agricultural%20Import%20Regulations%20and%20Standards%20-%20Certification_Miami%20ATO_Trinidad%20and%20Tobago_12-28-2011.pdf

Exporter Guide – Caribbean Basin

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/Exporter%20Guide_Miami%20ATO_Caribbean%20Basin_12-27-2011.pdf