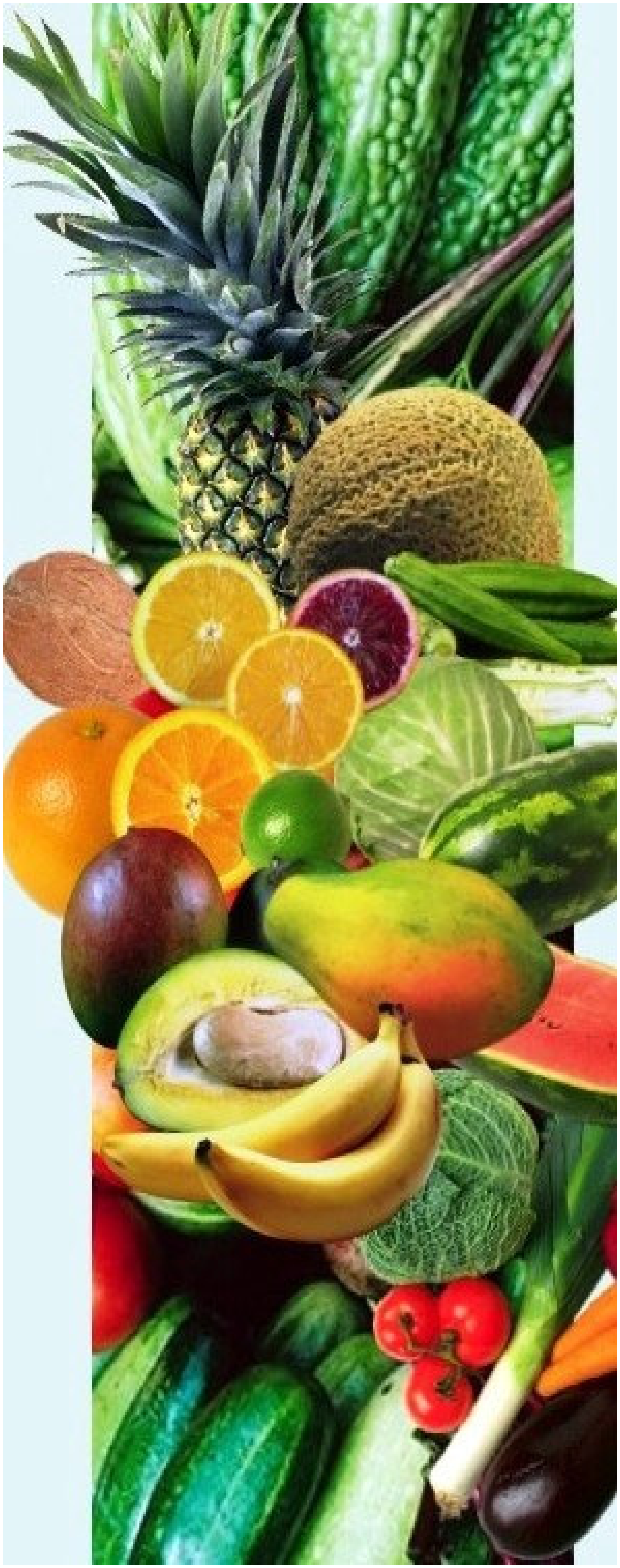

GUYANA MARKETING CORPORATION

ANNUAL REPORT 2012

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Mission Statement:

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

LIST OF TABLES

TABLE OF CONTENTS

EXECUTIVE SUMMARY

Guyana Marketing Corporation was relocated to its Robb Street location in October 2012. The upper flat houses the Market Information Centre: the Ministry of Agriculture's market intelligence one stop shop, and the lower flat houses the Guyana Shop. The Guyana Shop was commissioned by Hon. Minister Ramsammy on October 18, 2012. The Shop's performance is expected to steadily improve as it seeks to extend the variety of value added agricultural products, and provide an avenue for ago-processors to have their products promoted and marketed. Through the Guyana Shop, small agro-processors can bring their products as a means to launch into larger markets.

The Market Information Centre maintained its export brokerage service and prepared 296 export documents; provided market facilitation and information dissemination services to over 200 stakeholders; and provided bio-terrorism registration via the US Food & Drug Administration to twenty-one (21) exporters of food products to USA.

Non-traditional agricultural commodities exports for the year totaled 11,186 MT valued at G$1.36 billion or US$ 6.6 million, a marginal reduction in export volume of 3.7% and in export value by 8.3% from 2011.

GMC continued to provide suitable facilities for the packaging of commodities for export, for the year 2012 Central Packaging Facility processed 249 MT of produce, shipped to USA, Barbados, Canada, Antigua and Suriname. While Parika Agro Packaging Facility processed 65 MT of produce shipped to Barbados. The Packing facilities recorded a total of seventy-one shipments (71).

The Market Analysis Department collected, stored and analysed export, production and price data for non-traditional agricultural commodities, thereby, providing pertinent information to the policy makers and other stakeholders. In 2012, GMC coordinated and developed a new methodology for enhancing production statistics, outlined in the "Strategy for the Collection of Non-Traditional Agricultural (Crops) Production Data." This will be further developed by FAO under a TCP Project entitled "Support for the enhancement of the National Agriculture Market Information System in Guyana" (TCP/GUY/3401) with a budget of USD 121,000.

Agro-processors are of paramount importance to the expansion of the value-added industry in agriculture. As such the Guyana Marketing Corporation through the Agri-Business Development Officer has continued to collaborate and work closely with agro-processors in the area of packaging and labeling of their products, sourcing of raw materials, creation of market and technical advice. For example in 2012, GMC organized visits to local suppliers and manufacturers of labels, bottles and plastic bags so as to promote proper packaging of agro-processed products.

The corporation remains committed in the creation of market linkages, as such in collaboration with the READ project; the Market Identification Study and Competitiveness Assessment were completed in July-August 2012. Important marketing information was obtained from Market Identification visits carried out in Trinidad & Tobago, Barbados, Antigua and Barbuda and St. Lucia. The focus was on pepper, pumpkin, pineapple and plantains, with other specified significant domestic market channels. During these visits contacts made will be used together with information generated locally to maintain the Market and Enterprise Information System

Launched in 2011, the Market Enterprise and Information System (website) has continued to give stakeholders access to product information and obtain important information for GMC services.

Additionally in 2012 the process commenced for laying a new foundation for the marketing strategy of Guyana Marketing Corporation.

Nizam Hassan

General Manager

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. The Corporation has been working assiduously over the years to promote the development and export of Guyana's non-traditional agricultural products to Regional and Extra Regional markets.

The New Guyana Marketing Corporation (GMC) is the marketing arm of the country's Ministry of Agriculture. It is primarily responsible for enabling the growth and development of the fresh and processed products sector. Additionally, it is tasked with promoting the expansion of agri-business investment throughout Guyana, with emphasis on maximizing exports.

The country's progression towards a more diversified agriculture sector has seen the role of GMC evolve from a 'facilitator' to an active player at all levels of the production and marketing chain enabling vital linkages between producers and exporters. Whilst simultaneously, promoting the agri-business investment opportunities that exist in the non-traditional crops sector (all crops, with the exception of rice and sugar).

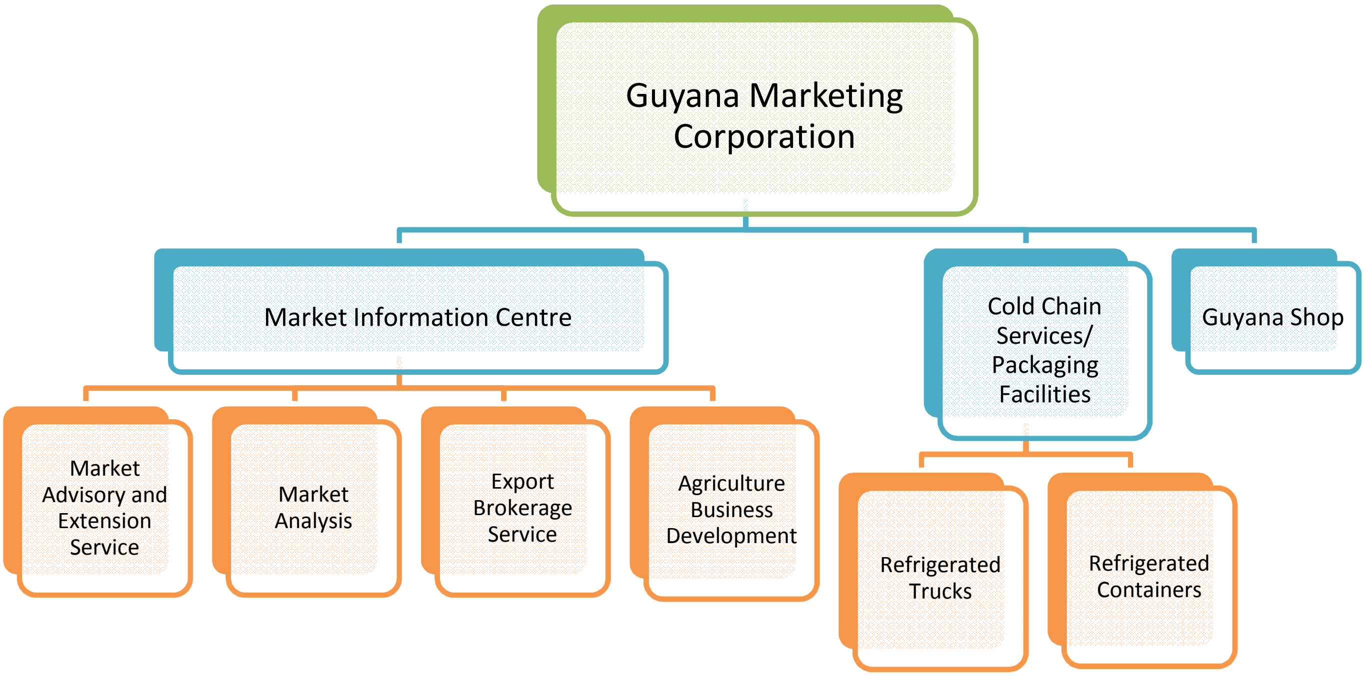
GMC's Key Functions

The agency assists exporters of non-traditional agricultural products with technical advice, assistance for sourcing supplies, harvesting, cleaning, and facilitating logistical arrangements for exports. GMC also provides the Government of Guyana with recommendations on domestic agricultural policy and measures to increase and expand regional and international exports.

Organizational Structure of GMC

- Market Information Centre
- Cold Chain Services/ Packaging Facilities
- Guyana Shop
- Administration
- Accounts

Functional Structure of GMC



MARKET INFORMATION CENTRE

The Market Information Center (MIC) is the hub of information for non-traditional agricultural commodities. It acts as the Ministry of Agriculture's Market Intelligence on non-traditional agriculture produce targeted for exports markets and to promote agro-processors for the same.

Its core activity is to provide market and marketing information to farmers, exporters, agri-business investors and the promotion of Guyana's Non Traditional Agricultural commodities. The main departments in the centre include:

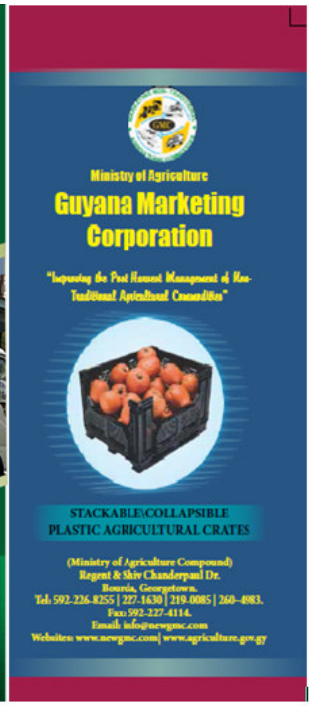
1. Marketing Department
2. Market Analysis Department
3. Agri-Business Development

The Marketing Information Centre functions in several capacities including:

1. Gathering and disseminating market information
2. Identifying and promoting the economic potential of **new non-traditional agricultural products**, based on the competitive advantages of Guyana.
3. Working with agencies such as NAREI, Plant Health/Quarantine, Pesticides Board, etc., to have challenges in farming communities addressed more effectively.
4. Working with potential investors – regionally and extra-regionally – who desire to invest in Guyana.
5. Training of farmers in areas of post harvest handling, pricing, packaging and labelling, and good agricultural practices etc.

MARKETING DEPARTMENT

1. Market Advisory



Market facilitation and information dissemination

The MIC provides marketing information to farmers, exporters, agro-processors, students and government agencies. Persons may either visit or call the Marketing Information Centre for information. A total of **201 persons** were served by the staff of the Marketing Information Centre throughout 2012.

3.1.2 Working with Exporters – Significant linkages were made between farmers and exporters during 2012. A total of 46 linkages were made.

Box 1: Success Stories – Facilitating and Coordinating Linkages between Producers and Exporters

(1) Facilitated invested between **Spur Tree (Jamaica) and Guyana School of Agriculture**. GMC acted as facilitator through the arrangement of meetings, drafting of relevant documents and in any other capacity the investor required.

(2) **Facilitated the export of seafood by a Jamaican importer.** Arrangements were made at the Coop Wharf. The exporter was exposed to the local fishing industry operations. Directly contact was made with fisher folks (fish vendors, fisher men, trawler operators and fish processors) to ascertain their prospects of supplying different varieties of fish. The potential Seafood Importer also visited Sea Food Supplies. This was done in a direct effort to link the potential importer to Seafood Suppliers.

(3) **Facilitated Trinidad & Tobago Agribusiness Association's (TTABA) visit to Guyana to meet with suppliers of Bottled Water Coconut** to explore possibilities in sourcing coconut water for the Trinidadian Market. As a result, TTABA met three (3) main suppliers: Phoenix Enterprise, Henvill Farm, and Original Juice Centre. In 2013, TTABA will commence sourcing coconut water from one of the suppliers.

2. Promotion

Trade Fairs/Expositions

The Guyana Marketing Corporation through the Marketing Department is involved in the *Promotion* of Guyana's fresh and processed products. The Department is tasked with the responsibility of facilitating and participating in trade fairs and exhibitions. In 2012, four (4) major trade shows were attended by Marketing Officers of GMC to market local produce and products.

Staff of the Guyana Marketing Corporation was also involved in organizing and/or participating in the following local exhibitions:

Figure 2: GMC displaying the importance of The Cold Chain Process.

- Linden Expo 2012 – Linden
- Ministry of Health Exhibition for Healthy Eating
- Berbice Expo & Trade Fair
- GUYEXPO 2012
- Essequibo Nights

Guyana Marketing Corporation also took the opportunity to promote local agriculture through displays/ exhibitions of local products at several major events during 2012, namely:

- Umana Yanana (Launch of International Year of Co-operatives)
- Sustainable Tourism Conference - National Conference Centre
- The 6th Annual Hunger Free Initiative Meeting of Latin America and the Caribbean
- World Food Day
- Youth in Agriculture - Guyana School of Agriculture

Agro-Marketer Newsletter

This informative publication is used by the Guyana Marketing Corporation to sensitize the general Public of the various undertakings, activities, promotions and initiatives of the corporation.

Cold Chain Video Infomercial

The cold chain infomercial captures the current practices and systems used by stakeholders involved in post harvest management of perishable agricultural commodities. It stresses the importance of the benefits of using the cold chain for perishable commodities.
It was done to promote the usage of GMC's Cold Chain Services. The infomercial has been promoted through GMC's website, GUYEXPO and local television stations.

3. Market Extension

Field visits and out- reaches

Visits were done in the following farming communities so as to develop a more accurate alternative for obtaining Farmers' Production Data and Prices Data.

Box 2: Collection of Non-Traditional Agricultural (Crops) Production Data

GMC spear-headed the development and coordination of a new methodology for enhancing production statistics as outlined in **"Strategy for the Collection of Non-Traditional Agricultural (Crops) Production Data"** on behalf of the Ministry of Agriculture. This outlined new approaches for collecting data. Additionally, consultative sessions were held both internally and externally with relevant stakeholders for a final document. This has been further developed by FAO under a TCP Project entitled ***"Support for the enhancement of the National Agriculture Market Information System in Guyana"*** (TCP/GUY/3401) with a budget of USD 121.000 for 2013.

Field visits were made to the following areas:

1. Canal # 1
2. Canal # 2
3. Parika Back
4. Salem
5. Ruby
6. Eastern Hogg Island
7. Yakasuri , Black Bush Polder
8. Lesbyholden Black bush Polder
9. Mibicuri, Black bush Polder
10. Crabwood Creek
11. Molson Creek
12. MMA
13. Mara
14. Mahaica
15. Dora, Linden Highway
16. Laluni
17. Kuru Kuru
18. Albion Community Centre Ground
19. Handsome Tree, Mahaica
20. Hope Estate
21. Trafalgar Tilapia Farm
22. Friendship E.B.D
23. Timehri
24. Uitvlugt
25. Charity
26. Mainstay
27. Pomeroon

Figure 3: Marketing Officer during field visit

4. Agriculture Market Information System

The Agriculture Market Information System (AMIS) is managed by the Guyana Marketing Corporation (GMC), the marketing agency within the Ministry of Agriculture.

Although this service was officially launched in June 2009, the Ministry of Agriculture, through the Guyana Marketing Corporation has been maintaining various aspects of an agricultural marketing system for over two decades.

There are several components that make up the Agriculture Market Information System. These components include:

A. PRICE COLLECTION – Wholesale, retail and farm-gate prices of agricultural commodities are collected from seven markets in Regions 2, 3, 4, 5, and 6 daily or weekly depending on the market operation and major market days. This price information is stored in the ***FAO AgriMarket Software*** from where it can be retrieved for reporting or dissemination purposes. Excel is also used to produce graphs and charts for reporting purposes.

Guyana Marketing Corporation maintains a record of prices of agricultural commodities from as far back as 2003 and is widely used for analysis as well as to provide historical price trends for exporters.

B. AMIS - This is a SMS service that is used by exporters, farmers and even consumers for accessing current agricultural commodity prices by sending a text message to the Agriculture Market Information Service. The service is managed by MOA/GMC through DIGICEL.

In 2012, there have been a total of **148 updates** done by the Guyana Marketing Corporation. Since its launch in 2009, over **13,000 persons** have benefitted from the use of this service.

Figure 4: AMIS Flyer

C. **CROP DATABASE -** This is a database which stores and retrieves data relevant to a farm's production. Farmer details and crop details are recorded. There is also the monitoring and forecasting of crops available by producer, location and quantity produced. The Marketing officers gather farm and farmer data for this system through field visits, outreaches and telephone conversations with farmers.

D. **COLLECTION OF EXPORT DATA** - Collection and monitoring of exports of non-traditional agricultural commodities. This is used to observe trends of export from Guyana to regional and extra-regional markets. Information on the types and quantities of agricultural commodities is collected from the Guyana Revenue Authority, Caribbean Airlines, Plant Quarantine and GMC’s Packaging Facilities as well as from individual exporters with whom we have developed relationships over time.

5. Export Brokerage Service

During 2012, the corporation maintained its export brokerage service to farmers, exporters and agro-processors and prepared **296 documents**. Of this figure, 206 were for fruits and vegetables, 54 for seafood and 36 were for other commodities such as wood, clothing, jewelry and craft as seen in Figure 5. There was a 4.6% increase from 2011 in the use of the Brokerage services provided by GMC.

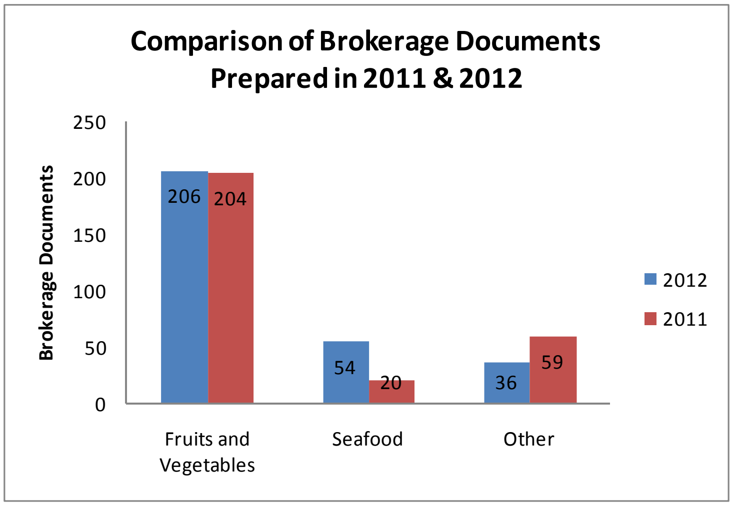


Figure 5

Gross revenue earned by this activity was **G$ 916,780.00**. This value represents a 4% increase from 2011, in which the revenue earned was G$884,400.00.

In 2012 Guyana Marketing Corporation collaborated with Guyana Trade and Investment Support (GTIS) to computerize the export brokerage service. An **Export Management Software** was developed by Brain Street Inc. and the interface of the software has been completed and a demo was done.

6. Market and Enterprise Information System

The website is the primary means of disseminating market information. This provides an electronic database with information for producers, buyers and other interested stakeholders. It provides vital information on production, marketing, price and other marketing information.

Figure 6 (a) Snapshot of GMC's Website

In 2012, clients continued to use the Market and Enterprise Information System as a means of accessing information about the Guyana Marketing Corporation. All services provided by GMC and more can be found there, for example, Brokerage, Market analysis, Agri-business development, Cold storage facility, Market extension moreover we offer updates on daily prices etc. Additionally, GMC's staff referred clients, who either came in or contacted us by telephone, to the website. The website was updated regularly, the daily price data was updated every Monday, Wednesday and Friday.

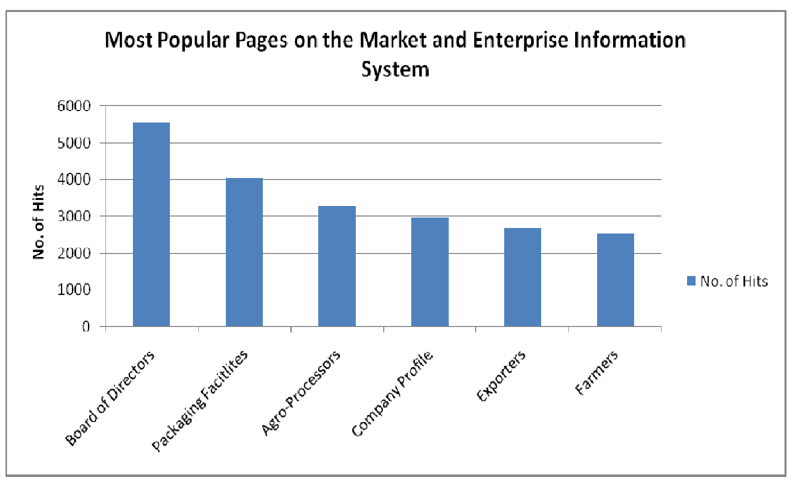


Figure 6 (b)

Online Clients were mostly interested in the Board of Directors, Packaging Facilities, Agro-Processors, Company Profile, Exporters and Farmers Pages. Furthermore, the crates brochure, cold storage brochure, Training manual, Exporters' list and Agro-processors list were the most downloaded files.

7. Linking Agro-Processors to Markets

Figure 7 (a) GMC & READ representative with Pomeroon Women's Agro-Processors Association participating at Berbice Expo 2012

Guyana Marketing Corporation (in collaboration with READ) in a committed effort to continuously facilitate and coordinate the development of local Agro-Processors financed the participation of two (2) local agro-processing groups for three (3) local Exhibition & Trade Shows; GuyExpo, Essequibo Nite and Berbice Exposition and Trade Fair. These trade shows provide unique yet essential opportunities to expand market opportunities for the agro-processors.

Figure 7 (b) Representatives from the Young Women's Christian Association during Berbice Expo 2012

The Agro Processors were **The Pomeroon Women's Agro-Processors Association** and the **Young Women Christian Association; West Berbice Branch**. The funding was inclusive of all costs related to transportation, accommodation and meals throughout the event.

Additionally, for these events, GMC printed banners and brochures so as to assist in the exposure of the agro processors and the marketing of their products. Also samples were distributed to persons visiting the booths.

8. Other Activities

- **US Food & Drug Administration Registration**

Twenty-one (21) registrations were done for 2012 for exporters who wanted to export food products to the USA as a result of new regulations instituted by US Food & Drug Administration**.**

- **Participation at Guyana Prison Service Agriculture Development Board**

The Guyana Prison Service Agriculture Development Board was launched in 2011. The purpose of this board is to provide oversight of the Guyana Prison Service Agricultural Activities, with a view of implementing the Agriculture Business Plan. This plan seeks to accomplish self-sufficiency and commercial gain of agricultural produce by the Guyana Prison Service. In the implementation of the Prison Service Plan, Mr. Hadoc Thompson, a Marketing Officer from GMC was selected to represent the Agriculture Ministry.

During 2012 board meetings were conducted every second Thursday in every month. Several on site visits were made to Prisons' Farms. These visits were usually followed by a walkthrough of the farms at these prison locations. For the latter part of 2012, the Board was unable to meet because of management issues. However, farming activities were still able to continue and prisons were able to subsidize their purchases of food items.

- **Hosting Farmers Connection Television Broadcast**

Farmers Connection is an interactive television program sponsored by the MOA and it is used to inform stakeholders (farmers, exporters, agro-processors, agri-business investors) and the wider populace of the developments taking place in the Agricultural Sector. During these broadcasts agricultural development updates are given, new ideas are discussed, training videos are aired, procedures for various activities are presented including crop & animal production, harvesting, exporting. Additionally, there is a question and answer segment where farmers can obtain answers from experts within the MOA.

GMC's contribution towards this ongoing programme is by part hosting.

AGRICULTURE BUSINESS DEVELOPMENT

During the year 2012, the Guyana Marketing Corporation fostered a stronger relationship with agro-processors. Activities involving agro-processors included visits to agro-processing facilities, assistance in the creation of labels and sourcing of packaging materials, market linkages among others. The re-opening of the Guyana shop enabled several new agro-processors to launch into the market. Further, established agro-processors have been able to place additional products on display through the availability of more shelve space when compared to the space provided in the other supermarkets.

A. Updating of GMC's Agro- processors Database

During the year 2012, the contact information for twenty (20) agro-processor were added to the Agro-processors' database. These agro-processors encompassed processors of fish, beverages, savory and sweet snacks. In addition, the database was continuously updated during 2012.

B. Visits to Agro-processing Establishments

The Guyana Marketing Corporation committed to continue the development of a strong relationship with the local agro-processors. The visits were aimed at identifying areas of business operations within the industries that can be recommended for improvements and provide necessary assistance to the respective businesses. Notable recommendations were made in areas of more attractive labels and improved packages. Against this backdrop, the Agriculture Business Development Officer and Marketing Officers conducted visits to four (4) agro-processing establishments within the country. Further two agro- processors were encouraged to have their businesses registered and traded under a business name.

Visits were conducted to the following agro-processors:

1 ***Rajkumar Apiaries***: Rajkumar Apiaries markets his honey and wax locally to supermarkets and pharmacies in Georgetown and regionally to St. Kitts and Barbados in bulk where they are re-packaged and sold in these two Caribbean islands. Apart from the marketing of honey, wax is sold locally to Banks DIH.

Figure 8 (a): Honey Products from Rajkumar Apiaries

2 ***Pandama Retreat***: Proprietor of Pandama Retreat, Mr. Douglas, stated that wine is mainly sold locally at supermarkets in Georgetown. Some notable markets are weddings, Wine Brunching and Wine Tasting activities. There are plans to expand the winery in 2013.

Figure 8(b): Pandama Wine on Display at the Guyana Shop

3 ***Mohamed's Manufacturing Enterprise***: The marketing of Peppy's products is not experiencing any difficulties at the moment. Peppy's products are sold locally, regionally and extra- regionally according to the proprietor; Mr. Kahail Mohamed. Products of Peppy's include sauces, noodles, seasoning and spices.

Figure 8(c): Peppy's products on display during the visit to Mohamed's Manufacturing

Mr. Mohamed plans to market his powdered spices and seasoning in bottles since plastic jars can be refilled easily. Importantly, the newly packaged bottles of powdered spices and seasoning were launched in the Guyana Shop and are currently being sold at other supermarkets and retail shops.

4 ***Keith Smith Apiary and Supplies***: Apiary products; wax and honey are usually sold locally in Parika. In addition, Mr. Smith is interested in marketing dehydrated pepper; as such the prospect of creating a market was discussed.

C. Collaboration with the Guyana Agro-processors Association (GAPA).

GMC held two (2) meetings with the executive members of the Guyana Agro- processors Association in 2012. During both meetings, the management of the Guyana Marketing Corporation committed to working with the new executive members of the Association as is customarily. It was noted by the president of the association that the current areas the association is working on include putting the association's 'house in order' by developing a strategic plan for the association. Further, the criteria for membership of association were also being reviewed.

D. Consultations with Agro- processors

Discussions were held with individual agro-processors and agro-processing groups during 2012. Agro-processors were advised on several areas such as registering of business, sourcing of packaging materials, creating and reviewing of labels among others.

Assistance with Packaging Materials and Labels for agro processors

During 2012, the Guyana Marketing Corporation worked closely with agro-processors in the area of packaging and labeling of their products. The corporation organized visits to local companies that manufacture labels for agro processors who required assistance in such areas. Agro-processors were given the opportunity to interact with personnel from businesses which design and print labels. Samples of the different types and dimension of labels were also provided to the agro-processors. Further, as a result of the initiative by the corporation, agro-processors who utilized the service of the particular printer were given price reduction for the production of their labels.

The Corporation continues to create linkage with Agro- processors and suppliers of packaging materials; bottles and plastic bags to enable the packaging of their products. Further, new and emerging agro-processors in particular, continue to benefit from technical advice in relation to the preparation of labels for their products.

Assistance in sourcing of raw materials

Monthly submissions were made to GUYSUCO on behalf of Agro- processors in relation to the monthly acquisition of sugar. More importantly, requests were made by the Corporation on behalf of agro-processors for the allocation of increase monthly quota of sugar.
Linkage between farmers (sourcing of produce) and agro- processors were also created by the personnel of GMC.

E. Creation of Markets

Through the Market Enterprise and Information System (website), buyers have access to product information and the contact information for Agro- processors.

In addition to the Market Enterprise and Information Centre, the opening of the **Guyana Shop** also provides an avenue for Ago- processors to have their products promoted and marketed. Through the Guyana Shop, small agro-processors can find comfort in bringing their products to the supermarket as a means through which they can launch into larger markets. In fact, the Guyana Shop prides itself in supporting and promoting products from small individuals who are now establishing their businesses to well established companies. Moreover, large, established agro- processors products are also found in the Guyana Shop.

F. Assistance in Sourcing Funds

In November, the Corporation organized a meeting between a local Consultant and Agro- processors in relation to proposal writing for grant funding from the Caribbean Export Development Agency. The agency was established in 1996 by an Inter-Governmental Agreement as the trade promotion Agency of the fifteen member states of CARIFORUM. One of the services offered by the Caribbean Export Development Agency is the provision of grants through the Caribbean Export's Direct Assistance Grant Scheme.

G. Market Linkages

The Ministry of Agriculture continues to promote the diversification of its traditional agricultural sector. This can be attested to the Market Identification Studies that were conducted in Trinidad, Barbados, Antigua and St. Lucia in July and August 2012. The studies were aimed at identifying and creating markets for both non- traditional agricultural produce and products. As part of the Market Identification Studies, visits were made to the respective countries to gather market information on the market demands, in relation to the exportation of fresh and processed agricultural produce. It is important to note that semi- processed and processed agro-processed products show great potential in the four countries where the studies were conducted. This information has been communicated to the respective agro-processors and will be pursued during 2013.

Further, contacts were made with the agro-processors on the data-base to have their products shelved in the Guyana Shop.

PRICE, PRODUCTION AND EXPORTS ANALYSIS

Market Analysis provides vital information about prices, production, and exports to determine the attractiveness and dynamics of non-traditional agricultural commodities in the domestic and international markets. Market Analysts collect, monitor and analyze the various economic value added activities within the sector as it relates to price movements, export trends and production levels for non-traditional agricultural commodities, thereby providing useful information for policymakers and other relevant stakeholders.

A. Price Analysis

i. Vegetables

Vegetable prices have generally increased at ***Anna Regina*** when compared to 2011 prices. Notably, there were increases evident in the average wholesale prices of boulanger (148%), cabbage (52%), plantain (43%) and ochro (40%) whereas, there were significant reductions in the prices of squash (29%) and calaloo (22%).

There was also a general rise in vegetable prices at ***Bourda market***. This was led by increases in the prices of cabbage (66%), pak choi (26%) and ochro (25%). Though most of the other vegetable prices have increased, these were fairly marginal.

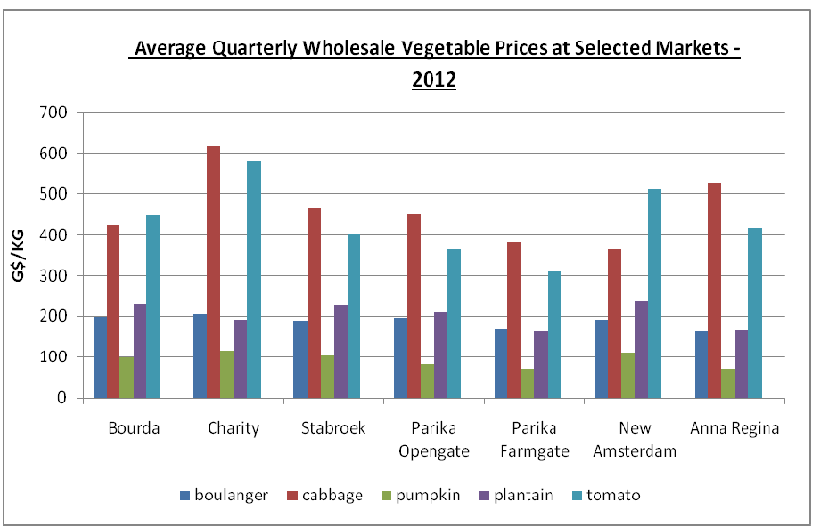


Figure 9 (a)

Similarly, the average wholesale price of vegetables increased at ***Charity market*** over the period 2011-2012, with the exception of corilla (which fell by 82%) and cucumber (which fell by 68%). The biggest increases were evident in the prices of pak choi (112%), ochro (77%) and squash, plantain and cabbage which increased by 38% each.

Generally, there was a mixed trend exhibited in the price of root crops at ***Parika Farmgate market***. Notably, cabbage and ochro prices have increased by 98% and 21% respectively, whereas, the price of tomato fell by 20%.

The most significant price increases at ***Parika Opengate market*** were in cabbage and ochro, which increased by 96% and 22% respectively. Though there were predominantly price increases at this market, there were a few major price reductions in cucumber (21%) and tomato (20%).

The general price trend at ***Stabroek market*** was similar to that of the other markets. The most notable increases were evident in the prices of bora (26%) and cabbage (84%) while the other vegetable prices remained fairly stable.

At ***New Amsterdam market***, the average wholesale price of vegetables has generally increased. Bora (40%), cabbage (28%), corilla (27%) and pak choi (35%) prices were among the most significant increases evident at this market.

ii. Fruits

A general downward trend was evident in the average wholesale price of fruits at ***Anna Regina market*** when compared to the prices recorded for last year. Notable price reductions were evident in the prices of sapodilla (78%), papaw (45%), lime (42%) and tangerine and lemon which both fell by 25%. There were also a few notable increases in the prices of passion fruit (125%), apple banana (23%) and orange (20%).

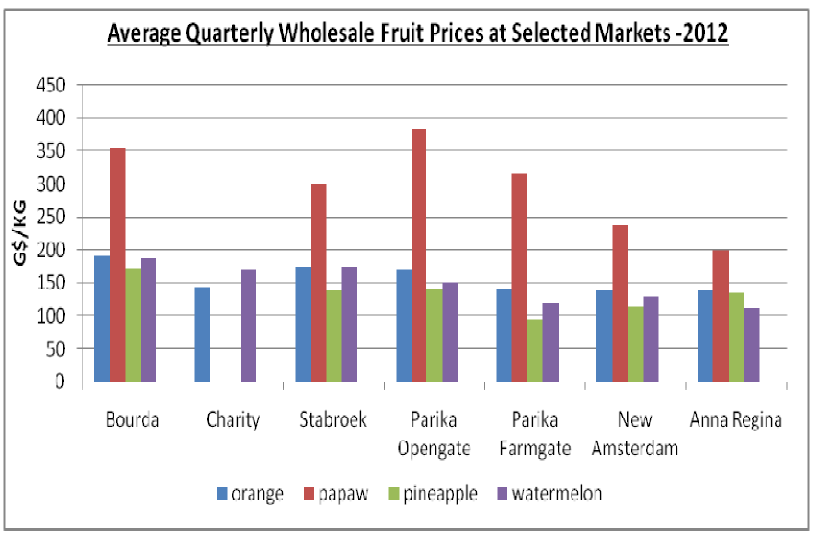


Figure 9(b)

In contrast to the price trend at Anna Regina market, the average wholesale price of fruits at ***Bourda market*** has generally increased. The most outstanding increases were evident in the prices of passion fruit (37%), watermelon (28%) and orange (27%), whereas, the most notable price reductions were sapodilla (54%), mango (27%) and lemon (20%).

At ***Charity market***, the average wholesale price of fruits generally exhibited a mixed trend. There were notable increases in the prices of carambola (144%), orange (56%) and watermelon (27%) whereas there was a significant price reduction in lemon (29%).

Most of the fruit prices increased at ***Parika Farmgate market*** with the major ones being lime (45%), tangerine (31%), papaw (26%) and apple banana (20%).

Fruit prices at ***Parika Opengate market*** have also evidently increased relative to last year's prices. There were notable increases in the prices of apple banana (23%), papaw (23%), passion fruit (20%), tangerine (22%) and watermelon (27%).

Overall, the fruit prices have increased at ***Stabroek market***. The biggest increases were recorded for lime (37%), orange (23%), passion fruit (37%) and watermelon (27%). However, there was a major reduction in the price of mango (30%).

There was a mixed trend evident in the prices of fruits at ***New Amsterdam market***. Notably, the prices of apple banana, cayenne banana and sweet fig banana have increased by 54%, 49% and 47% respectively. Furthermore, there was a notable reduction in the price of mango (54%).

iii. Seasoning

Of the seasonings under review at ***Anna Regina market***, the average wholesale prices of eschallot and hot pepper fell by 1% and 15% respectively, while the price of wiri wiri pepper increased by 8% from last year.

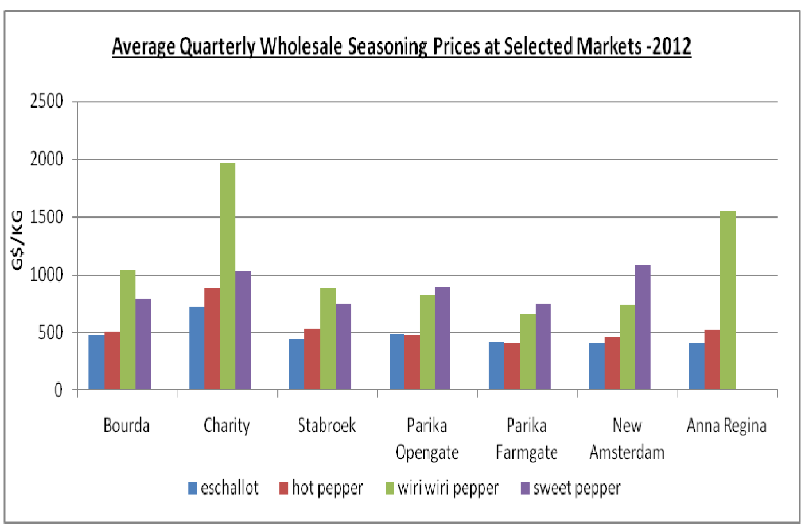


Figure 9 (c)

The average wholesale price of seasonings increased at ***Bourda market***. The major price increases over the period 2011-2012 were for eschallot (54%), scallion (41%), wiri wiri pepper (34%) and ginger (33%). The prices of hot pepper and sweet pepper remained relatively stable over the same period.

Seasoning prices have also increased at ***Charity market.*** This was led by eschallot price which increased significantly by 61%. All other seasoning prices remained fairly stable at this market.

At ***Parika Farmgate market***, the price of seasonings also increased. The most significant increase was that of eschallot which increased by 20% while all other seasoning prices remained relatively stable.

There were generally increases in the prices of seasonings at **Parika Opengate market**. The greatest increases were in the prices of eschallot (21%) and ginger (55%).

Eschallot, ginger, wiri wiri pepper and scallion prices were the major increases at ***Stabroek market***. Wiri wiri pepper and scallion prices have both increased by 25% each, whereas eschallot and ginger increased by 52% and 36% respectively.

There were mostly increases evident in the prices of seasonings at ***New Amsterdam market.*** Notably, there were increases in the prices of eschallot (27%) and sweet pepper (22%), whereas, there was a major reduction of 21% in the price of wiri wiri pepper.

iv. Root Crops

Generally, the prices of root crops have increased at ***Anna Regina market*** with the most significant being that of cassava price, which went up by 69%. Additionally, there were relatively marginal increases in the prices of eddo and sweet potato.

Root crop prices have also increased at ***Bourda market*** when compared to 2011 prices with the most notable increase evident in the price of cassava (52%). The prices of the other root crops under review have remained relatively stable.

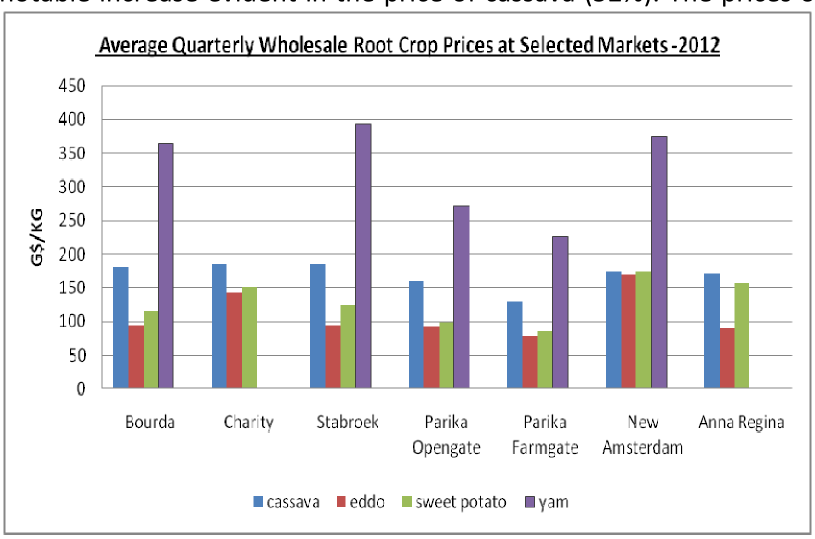


Figure 9 (d)

Of the root crops under review at ***Charity market***, there were major increases in the prices of cassava and sweet potato which increased by 66% and 64% respectively when compared to the prices recorded for 2011.

The prices of all root crops under review at ***Parika Farmgate market*** have increased from 2011. However with the exception of cassava (47%), the other increases were relatively small.

In 2012, the average wholesale price of root crops have generally increased at ***Parika Opengate market*** with the most notable being that of cassava which increased by 50%.

At ***Stabroek market***, there was an upward price trend for root crops led by a 58% increase in the price of cassava. Moreover, there was a 21% reduction in the price of yam.

Generally, root crop prices have increased at ***New Amsterdam market***; even so these increases were relatively marginal.

B. Production of Non- Traditional Agriculture Crops

Overall, the production of fruits and vegetables increased in 2012 over 2011. A close examination of these commodities shows that the production of dry coconut has been stable, with an overall increase of 59.5%. Generally vegetable production increased, apart from tomato, cabbage and bora which saw slight declines of 6.7%, 6.1%, and 10.5% respectively in 2012 when compared to 2011. Among the spices, ginger and hot pepper production increased significantly.

All of the fruits captured showed a decrease in production apart from pineapple and papaw. The only citrus that records an increase in production for the period under review was lime.

While heavy rainfall affected farmers in the first quarter of 2012 and dry weather conditions in the third quarter, farmers have sustained their resiliency, continuing to invest in the non-traditional crops industry to boost production. The Ministry of Agriculture will continue to focus on climate smart agriculture production and better technology with the aim of increasing productivity.

C. Analysis of Exports

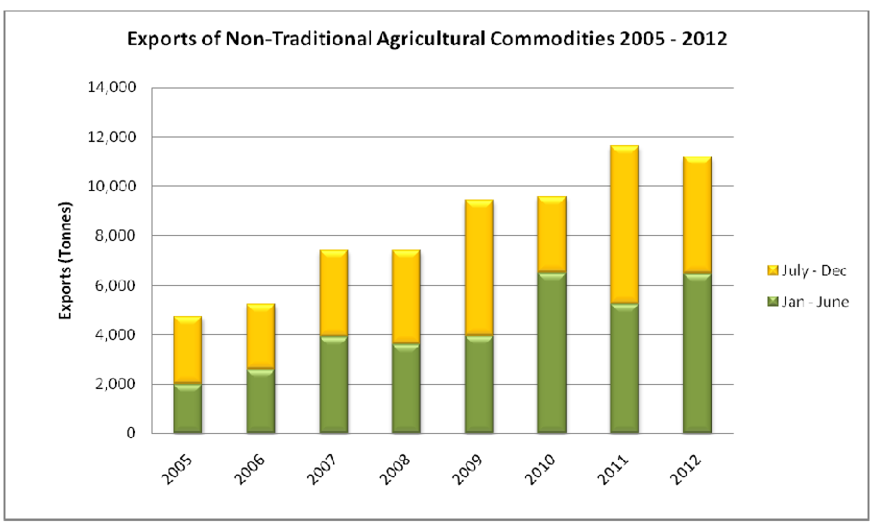


Figure 10 (a)

In 2012, Guyana's exports of non-traditional agricultural commodities have totaled 11,186 MT valued at G$1.4 billion or US$ 6.6 million. This reflects a 4% reduction in exports from 2011. In 2011, exports of non-traditional agricultural commodities totaled 11,620 MT as seen in the Figure.

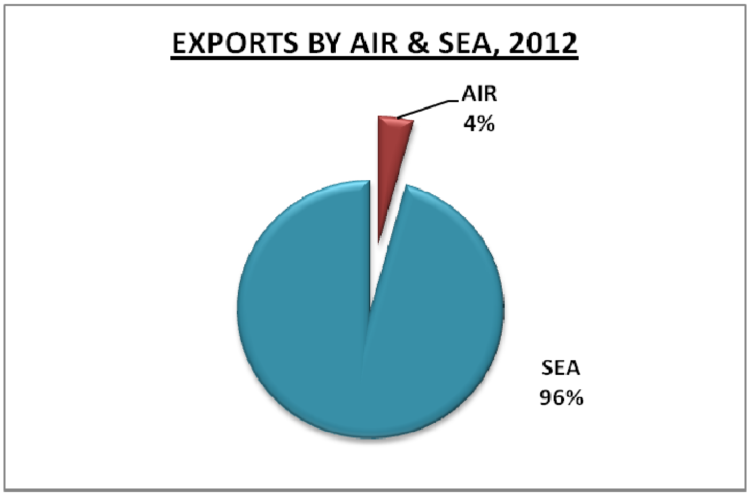


Figure 10 (b)

For the first half of 2012, there were 6,456MT exported which is 24% higher than that exported for the same period in 2011. Furthermore, the volume of exports for the second half of 2012, fell to 4,730MT representing a 27% reduction when compared to the first half of the year.

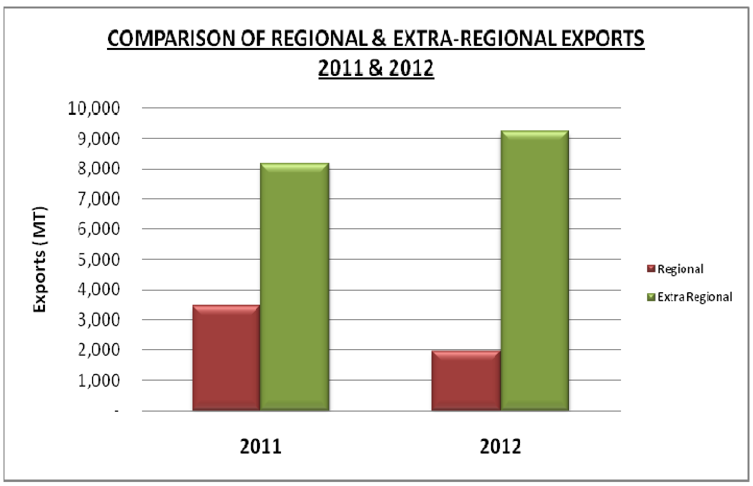


Figure 10 (c)

Of the total exports, **478Mt or 4% (see Figure)** was exported by air representing a 24% reduction from 2011. Additionally, **10,708 Mt or 96%** (**see Figure**) was exported by sea reflecting a 3% decline from last year.

Regional exports accounted for **1,936 Mt or 17%** of the total exported, while **9,251 Mt or 83 %** was exported extra-regionally.

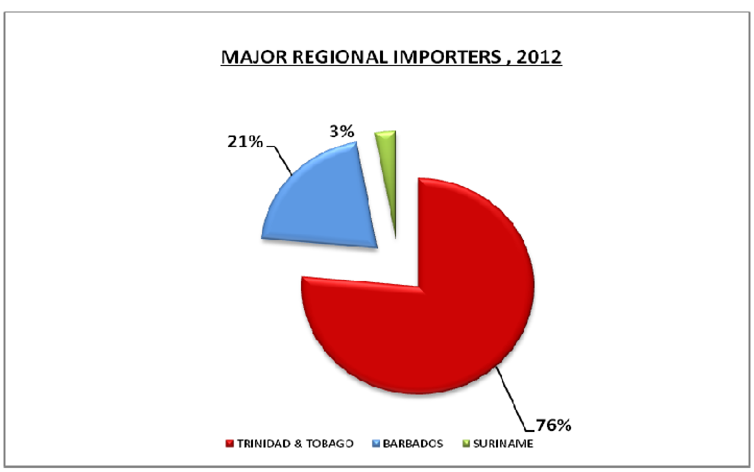


Figure 10 (d)

The major importing countries regionally were **Trinidad and Tobago** (1,253 Mt), **Barbados** (339 Mt) and **Suriname** (47 Mt).

The major importing countries extra-regionally were **Dominican Republic** (8,008 Mt), **Canada** (441 Mt), **France** (283 Mt) and **USA** (328 Mt).

The major fresh commodities exported regionally were pumpkins (111 Mt), watermelon (84 Mt), dried coconuts (193 Mt), limes (21 Mt), eddoes (14 Mt) and pineapples (49 Mt) **while the major processed commodities exported regionally** were copra (971 Mt), coconut crude oil (334 Mt), and coconut water (132 Mt).

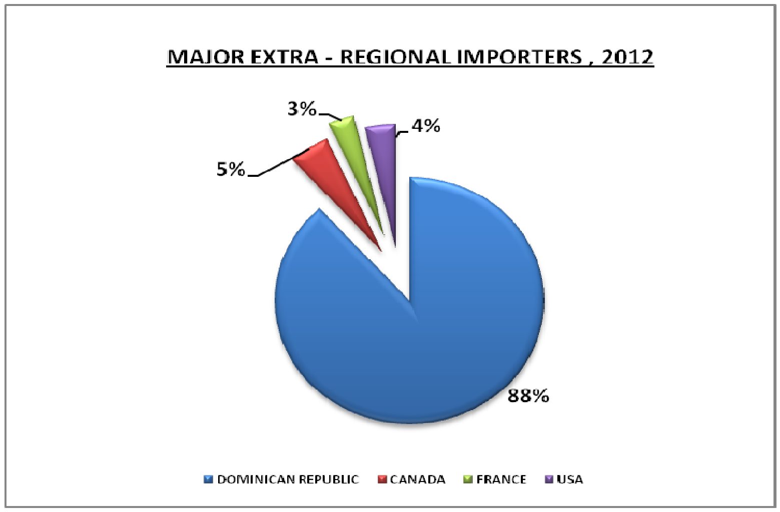


Figure 10 (e)

Comparison of Major Export Commodities 2011 & 2012				
No.	**Commodity**	**2011 (MT)**	**2012 (MT)**	**% Change**
1	COCONUTS	7,883	8,630	9%
2	COPRA	734	971	32%
3	COCONUT CRUDE OIL	357	334	-6%
4	HEART OF PALM	393	320	-19%
5	PUMPKIN	452	189	-58%
6	MANGO	170	182	7%
7	COCONUT WATER	461	132	-71%
8	WATERMELON	289	84	-71%
9	EDDO	157	61	-61%
10	PINEAPPLES	106	52	-51%
11	PEPPER (Wiri Wiri)	38	41	9%
12	LIMES	85	21	-75%

Table 1

The major fresh commodities exported extra-regionally were dried coconuts (8,437 Mt), mangoes (182 Mt), wiri-wiri pepper (41 Mt), eddoes (47 Mt) and pumpkin (78 Mt) **while the major processed commodities exported extra-regionally** were heart of palm (320Mt), pineapple chunks (7 Mt), jams/jellies (11 Mt) and sauces (33 Mt).

A total of forty-six (46) fresh products and eighteen (18) types of processed products were exported for 2011.

Major commodities exported included coconuts (8,630 Mt), copra (971 Mt), coconut crude oil (334 Mt), heart of palm (320 Mt), pumpkin (189 Mt), mango (182 Mt), coconut water (132 Mt), watermelon (84 Mt), eddoes (61 Mt), pineapples (52 Mt), wiri-wiri pepper (41 Mt) and limes (21 Mt) as seen in Table.

PACKAGING FACILITIES

The Packaging Facilities were established to ensure traceability and the correct monitoring of fruit and vegetables being exported from Guyana. The Central Packaging Facility and Parika Agro-Packaging Facility are the only two approved Packaging Facilities for fruits and vegetables in Guyana. The packaging houses facilitate the processing of fresh fruits and vegetables to Barbados, Antigua, Trinidad and St. Lucia; as stipulated by the protocols that all produce from Guyana to these countries must be processed at the approved Packaging Facilities

Figure 20 (a): Central Packaging Facility located in the National Exhibition Complex, Sohphia.

Figure 20 (b): Parika Agro Packaging Facility located in Parika, (behind the Neighbourhood Democratic Council)

Operation

The two packaging facilities have equipment used for washing, drying and sanitizing and cooling (cold storage and refrigerated trucks). Furthermore, the facilities are opened daily on a daily basis. Priority for the use of the facilities is given to exporters who would like to export to the four countries that have protocol arrangements with Guyana. Additionally, the Parika Agro Packaging Facility has a wharf that is readily available to farmers. This wharf is also called “the farmers walkway”.

Services Offered at the Packaging Facilities

The services available to exporters are as follows:

- Refrigerated Containers (both Packing facility is equipped with two 40ft containers)
- Refrigerated Trucking Service
- Rental of Plastic Crates to farmers and exporters

Performance of the Facilities for 2012

Central Packaging Facility

For the year 2012, the Central Packaging Facility processed a total of 248,699 kgs of produce, which was shipped to USA, Barbados, Canada, Antigua and Suriname. The Packhouse recorded a total of sixty-four shipments (64) - forty-eight (48) by air and sixteen (16) by sea.

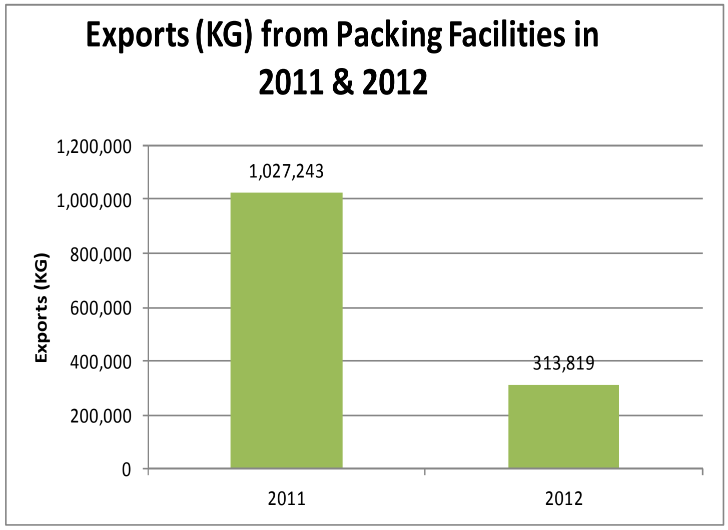


Figure 20 (c)

Parika Agro Packaging Facility

Parika Agro Packaging Facility processed a total of 65,120kgs of produce, which was shipped to Barbados. The Packhouse recorded a total of seven (7) shipments, two (2) by air and five (5) by sea.

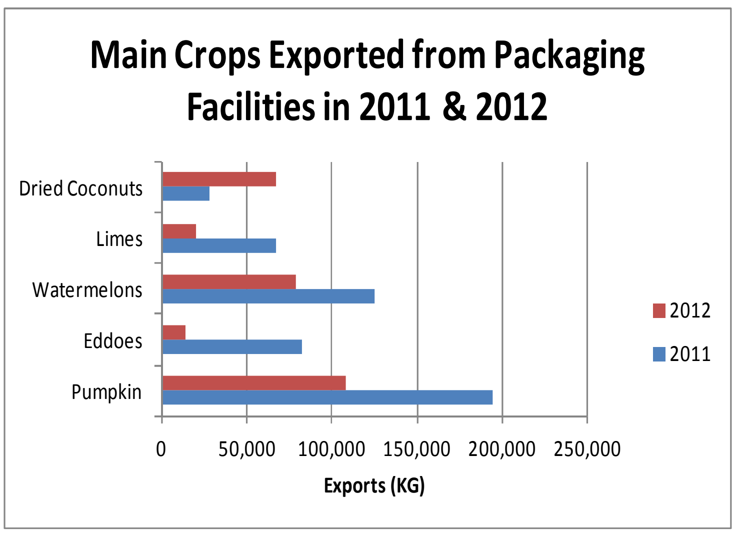


Figure 20 (d)

Box 3: (1) List of Exporters from Packaing Facilities in 2012

1. Ramkripaul Singh
2. Charles Anderson
3. Shigam Inc.
4. Wazeer Sultan
5. Doodnauth Singh
6. Deonarine Singh
7. P&B Investments (Bisram Singh)
8. Caribbean Growers
9. Ramrattie Ramlochan

(2) Countries produce were exported to from the Packaging Facilities

1. Barbados	4. Canada
2. Trinidad	5. Antigua
3. Suriname	6. USA

Refrigerated Containers

In 2012, the cold- storage containers have been used 10 times.

Figure 20 (e): One of the Refrigerated Containers found at the Packaging Facilities

Refrigerated Trucking Service

Figure 20 (f): Refrigerated Truck packed with boxes

To maintain the cold chain (keep the produce as cool as possible) for fruits and vegetables especially when it is being transported is the use of Refrigerated Trucks. Guyana Marketing Corporation has six (6) refrigerated trucks that are available for use in the maintenance of the cold chain. In 2012 these trucks were used 39 times.

Figure 20 (g): Agricultural Field Crates

Field Crates

Exporters utilized the leasing of crates for better post harvest handling. In 2012, the crates were used 8 times.

Packaging Facility General Observations and Activities

- Generally there was great improvement in the quality of the fruits and vegetables exported.
- There has been continuous visits from Consultants through NAREI, MOA and other organisations
- Prospective exporters, both local and overseas also visited the facilities during the year.
- Completed the installation of GPL Transformer at Parika.
- Construction was completed at Parika for the housing of Henry’s Farm processing.
- Staff at the facility continued to assist exporters with the sourcing of high quality produce that are suitable for sale on the market.

Constraints: Exporters

Exporters continued to face some difficulties. These include:

- Consistent supply of export quality and quantity of produce reduced during the year
- Lengthy time taken to processing of export documentation, in some cases at least fourteen days.
- Limited and inadequate air cargo space coupled with the unreliability of the air cargo service.
- Exporters expressed that the rate of spoilage due to transportation is very high.
- Air cargo flight is cancelled with inadequate notice

GUYANA SHOP

Since re-opening, its doors to the public on October 18, 2012, the Guyana Shop has continued to play an integral part in the promotion of Guyana's locally manufactured commodities. As an addition to its wide variety of commodities, there was the introduction of "Guyana's Aromatic Rice."

Figure 21 (a): The Guyana Shop

During Christmas Season, as part of its promotional activities, the Guyana Shop held a sampling exercise, where customers were able to taste the products from four manufacturers, namely, NAMILCO, Savory Products, Pandama Wines and Jets Enterprise. This activity was done every Saturday for the month of December.

Additionally, food hampers were given out as prizes to lucky customers who participated in the Guyana Shop raffle. Two gift baskets were also presented to persons who participated in the television quiz show, "Winners Row Quiz" on channel 65. All gifts were donated by agro processors: Mel's Products, Mohamed's Manufacturing Ent., Savory Products and Pomeroon Delight.

Furthermore, on October 25, 2012 a group of students from the Dryman's Erven Secondary School in New Amsterdam visited the Guyana Shop. Ms. Ida Sealey-Adams and Mr. Kevin Macklingam offered them a tour of the Shop and they were able to view the many locally manufactured commodities on sale.

Figure 21 (b): Minister of Agriculture: Dr. Leslie Ramsammy in the Guyana Shop

GOVERNMENT INTERVENTIONS: PROJECTS EXECUTED BY GUYANA MARKETING CORPORATION

A. Sugar Requests for Members of the Guyana Agro-processors Association (GAPA)

The Guyana Sugar Corporation (Guysuco) collaborated with Guyana Marketing Corporation (GMC) in February 2012 to hold a discussion with local agro processors and other food manufacturers on the purchase and utilization of sugar from Guysuco.

Some decisions taken by the management of Guysuco in relation to the agro-processors procuring sugar were:

1. With effect from March 9, 2012 agro-processors seeking to procure sugar must submit a written application to the President of Guyana Agro-processors Association, then to the Guyana Marketing Corporation to forward to GUYSUCO.
2. A copy of the business registration must accompany the written application which must outline the quantities of sugar required and the frequency of the request.
3. Further, any document to show evidence of products being manufactured and marketed by the respective agro-processors will be accepted. These documents can include receipts of sales of products, export documentation reflecting sale of products.

As a result of the decisions made by the management of Guysuco, the Guyana Marketing Corporation has been requesting sugar on behalf of four agro-processors. Further, representation was made on behalf of the agro-processors for the increase in the monthly quota of sugar for two agro-processors.

B. Status Report ALBA Project: Improving the Cold Chain for Non-Traditional Agricultural Produce

Project: “**Improving the Cold Chain for Non-Traditional Agricultural Produce”** project main purpose is to assist the Ministry of Agriculture’s Diversification programme by providing support to the export activities of Guyana’s non-traditional farmers and exporters.

Project Target: The project is working with both farmers and exporters in the non-traditional produce area, who have existing export markets, as well as those who have an interest in exporting.

Project (specific) objectives:

- The purchase of refrigerated trucks to transport produce from the field to pack house to ports of exist;
- To purchase refrigerated containers that will be used to store produce after it is prepared for export;
- To purchase field crates for use by farmers to minimize post harvest losses from the field to the pack house;
- To construct a produce collection area for farmers produce;
- To build a fresh produce pack-house at Timehri International Airport, that will be used by producers to prepare produce for export

Project Cost and financing: The project is financed by Bank of ALBA, Venezuela to the value of US$ 859,600.

Project Status 2012: Guyana Marketing Corporation, the key executing agency for this project has continued in 2012 to work assiduously in achieving the specific goals and objectives of the project.

The specific Goal for 2012 was the commencement of Construction of a "**Fresh Produce Packaging Facility" – at National Agriculture Research and Extension Institute (NAREI), Timehri Demonstration Station and Plant Nursery Compound, Timehri.**

January 2012: Consultations with the management of Cheddi Jagan International Airport for the identification of proposed sites. However, the Cheddi Jagan International Airport officials were unable to confirm the site for the construction of the Packaging Facility, since they have not yet finalized the expansion plans for the airport.

May 2012: Ministry of Agriculture through Guyana Marketing Corporation conducted an alternative site visit. Alternative site proposed at the National Agriculture Research and Extension Institute (NAREI) – Timehri Demonstration Station and Plant Nursery Compound for the construction of this facility.

June 2012: Cabinet Memo was drafted and submitted, for which **"Cabinet Noted"**.

October 2012: Two (2) Quantity Surveyors have submitted their proposal in consultancy for the quantity surveying and supervision of construction.

2013: it is expected that Consultancy of Quantity Surveyors will be completed (comparing and evaluating the two (2) proposals for the way forward) and construction commence

C. Project: Healthy Practice Program (HPP) St. Ignatius School, Lethem

Project Cost: US$ 14,000

GMC's Role: Conduct training in business and marketing principles

The Ministry of Agriculture in partnership with the Ministry of Health, Ministry of Education, Ministry of Local Government, Ministry of Amerindian Affairs, FAO, UNICEF and PAHO/WHO have established a model farm at the St. Ignatius School, to be intertwined with their school feeding program.

The Ministry of Agriculture through the National Agriculture Research and Extension Institute (NAREI) has constructed a modern farm structure to promote nutritional self-sustainable food supply for students of St. Ignatius Secondary. Officers of NAREI based in Lethem have provided technical assistance and training for the duration of the project.

The project focuses on vegetable production selected in collaboration with the school and specialists at NAREI. The school feeding program will purchase produce from the farm for both the school feeding menus and the daily menu served at the dormitory at St. Ignatius. Any surplus produce from the farm can be sold to the community. In doing so, St. Ignatius will be able to sustain the farm and the project.

The Guyana Marketing Corporation (GMC) will conduct training in business and marketing of the produce. This will be integrated into the school's business studies curriculum.

This model farm will also stimulate local agriculture by showing that the needs of the school feeding program can be met by the local community. The outputs of the farm are complementary to the school feeding program or, where such programs do not exist, it could be a first step to establishing feeding programs at hinterland schools.

The model farm will also function as a demonstration farm including sustainable water management practices.

Expected results

1. An operational low cost farm for students and farmers at St. Ignatius School to grow vegetable crops as input for school feeding program and for the local market. This farm will be modeled after Dora Farm, enhanced with green (shade) house and drip irrigation.
2. Vegetable food crop is being used in school meal feeding program.

3. Healthy and safe food preparation practices applied in school meal kitchen
4. Students and teachers are trained and have increased awareness in principles of healthy foods and dietary requirements.
5. Students and farmers are trained in basic business and marketing principles.

ADMINISTRATION & ACCOUNTING

Administration

1. ***Employment***

Guyana Marketing Corporation prides itself as an equal opportunity provider; employment is based upon the needs of the Corporation and qualifications and experiences of the candidate, regardless of ethnicity, sex, sexual orientation and no discrimination against persons with disabilities. In January 2012 there were twenty four (24) staff members and at the end of December 2012 there were twenty nine (29) staff members.

2. ***Recruitment***

Guyana Marketing Corporation recruited in 2012:

RECRUITMENT:

1. Leon Gill, Senior Accounts Clerk: 7/2/2012
2. Ian Kevin Macklingam, Guyana Shop Manager: 5/3/2012
3. Carlos Lyttle, PackHouse Assistant 16/4/2012
4. Cosmo Browne, Agriculture Officer: 20/8/2012
   (**Transferred from Ministry of Agriculture**)
5. Mario Valenzuela, Marketing Officer (Region 1): 12/9/2012
   (**Appointed by MoA and sent to GMC**)
6. Oslen Gordon, Marketing Officer (Region 3): 17/9/2012
   (**Appointed by MoA and sent to GMC**)
7. Jacqueline Williams, Cashier: 10/10/2012
8. Imtiaz Karim, Stock Clerk: 10/10/2012
9. Joycelyn Boyce, Administrative Assistant: 15/10/2012
10. Cleland Kingston, Shop Assistant: 5/11/2012
11. Astarte Khan, Cashier: 14/11/2012
12. Tanuja Goberdhan, Cashier: 4/12/2012

RESIGNATION:

1. Ashwell Jackman: 23/5/2012
2. Astarte Khan: 14/11/2012 (Verbal)
3. Nicola Namdeo: 1/12/2012

SUSPENSION: 1. Shoba Goorudat: 1/1/2012
2. Misri Odit: 7 – 11/5/2012

DISMISSED: 1. Shoba Goorudat: 17/5/2012

WALKED OFF: 1. Jacqueline Williams: 7/11/2012
2. Carlos Lyttle: 19/12/2012

RETIRED: 1. Joycelyn Boyce: 29/9/2012

3. New Assets

- Eleven (11) Air Conditioning Units
- Six (6) Surveillance Cameras
- Two (2) Power Washers
- Two (2) Brush Cutters
- Six (6) Extractor Fans
- Office Furniture

4. Training

DATE	NAME OF PROGRAMME	ORGANIZED BY	HELD AT	ATTENDED BY
Feb, 2012	Strategic Session – Guyana National Quality Infrastructure (GNQI)	National Bureau of Standards	Guyana International Conference Center	Asraf Narine Hadoc Thompson
26/1/2012	Forestry Product Development and Marketing Council	Guyana Forestry Commission	Guyana Forestry Commission	Aneilia Qualis
10/2/2012	Post Harvest Management	NAREI	NAREI	Asraf Narine
1-2/3/2012	Biodiversity 1 & 2	Caribbean Council for Higher Education in Guyana (CACHE)	Ministry of Agriculture Board Room	Nicola Namdeo
19-23/3/2012	Monitoring and Evaluation training	Ministry of Finance	Guyana International Conference Centre	Nizam Hassan

20-21/3/2012	CACHE workshop on "Advanced Methods and Practices in Agricultural and Rural Extension	University of Guyana	University of Guyana	Asraf Narine Hadoc Thompson
12/4/2012	Successful Exhibiting: Maximizing Your Trade Show Investment	Ministry of Tourism	Red House	Hadoc Thompson Nicola Namdeo
12/4/2012	Guyana Manufacturing & Services Association (GMSA) one-day seminar – Key areas including trade show budgeting & planning, staffing & working the booth, marketing & sales techniques, improving trade show profitability, & measuring post show earnings	Guyana Manufacturing & Services Association	Red House	Asraf Narine
1/5/2012	Caribbean Nutrition Day	Food Policy Division	Mocha Arcadia Primary School	Hadoc Thompson
14-18/05/2012	Quarterly Meeting of the Regional Extension Coordinators of NAREI	National Agriculture Research and Extension Institute (NAREI)	NAREI, Mon Repos	Nizam Hassan Natasha Beerjit Marissa Dalton
14/6/2012	From farm to fork: Safe food secured markets and sustained profits	Guyana National Bureau of Standards	Regency Suites Hotel	Ida Sealey-Adams
12-14/7/2012	The 6th Annual Hunger Free Initiative Meeting of Latin America and the Caribbean	Ministry of Agriculture/Food & Agriculture Organization	Guyana International Conference Center	Asraf Narine Hadoc Thompson
25/7/2012	Tobacco Industry Interference and 17th Meeting of the National Tobacco Control Council		Cara Lodge Hotel	Asraf Narine
20/9/2012	Development of GMC"s Marketing Plan	Guyana Marketing Corporation	Ministry of Agriculture	Team GMC led by Ida Sealey-Adams
28/9/2012	Jagdeo Initiative on Agriculture	Ministry of Agriculture	Guyana International Conference Center	Asraf Narine Hadoc Thompson Ida Sealey-Adams Natasha Beerjit
17/10/2012	GLDA Auction Seminar	Guyana Livestock Development Authority	Guyana Livestock Development Authority	Onieka Charles

17/10/2012	Burma Open Day & visit to rice field	Guyana Rice	Burma	Onieka Charles
22/10/2012	Training in Agriculture Co-operatives	Guyana School of Agriculture	Guyana School of Agriculture	Hadoc Thompson Onieka Charles
25/10/2012	Promoting A Regional Culture Of Quality	GNBS and Caricom Regional Organisation For Standards And Quality (Crosq)	Princess Hotel	Celestine Butters
2/11/2012	(PVS) Assessment Tool for National Plant Protection Org.	IICA/NPPO	Regency Hotel	Celestine Butters Hadoc Thompson
8-9/11/2012	Livelihoods Assessment-Disaster Risk Management	Ministry of Agriculture/Food & Agriculture Organization	Regency Hotel	Asraf Narine Shanaza Ally Oslen Gordon Mario Valenzuela

Accounts

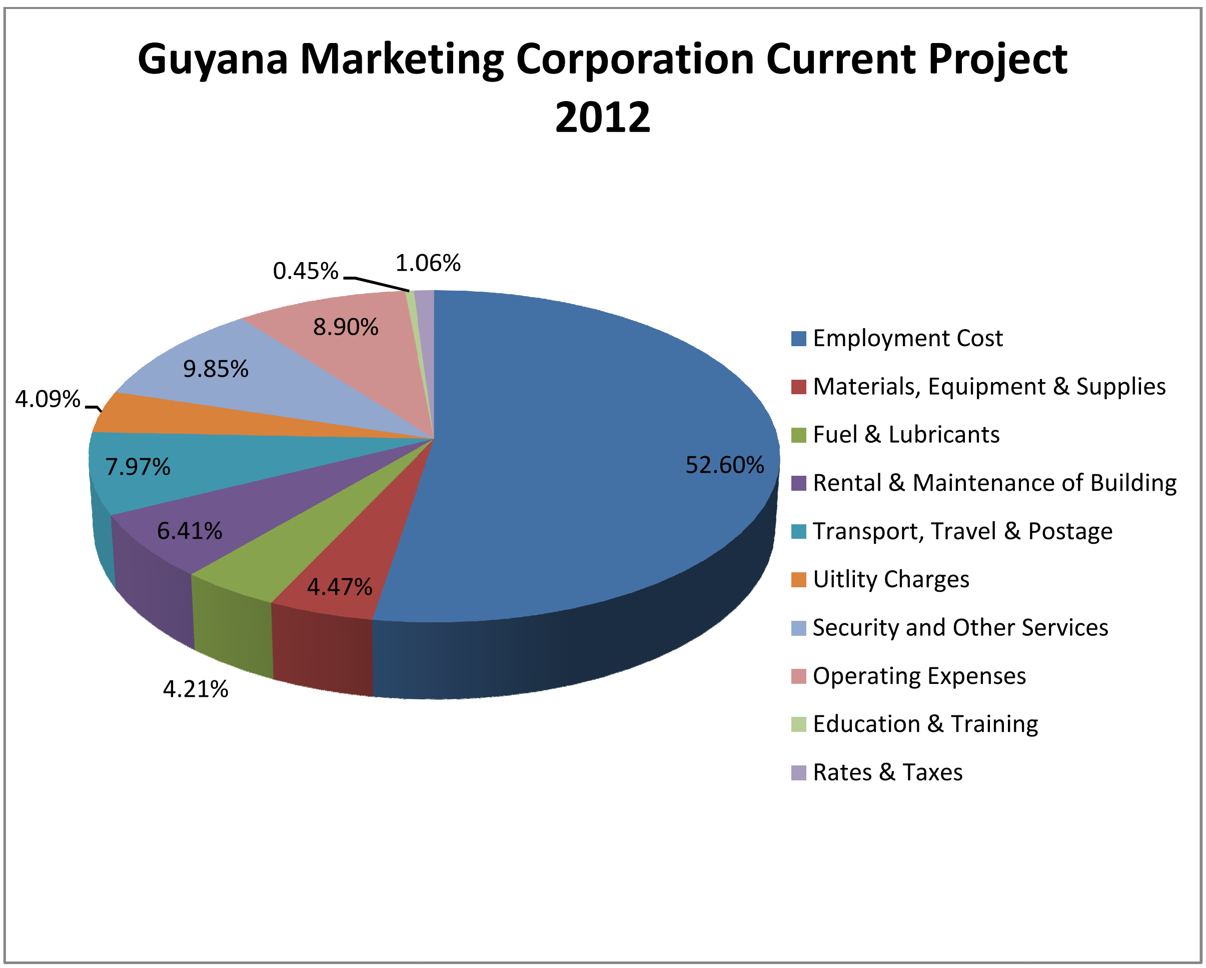
Guyana Marketing Corporation operates an accounting department which is responsible for managing the finances of the Corporation. This can be anything from paying bills to making sure that the employees who work for the corporation are paid.

The main accounting department functions are:-

- **Making payments** – that is to ensure that bills are paid by the corporation on time and also at the least cost possible.
- **Payroll**- that is to ensure that the employees are all paid correctly and on time. Also, the department has to make sure that all employees are paying the right amount of tax.
- **Receiving payments** - that is to make sure that payments received are processed correctly. These payments will be for services or products the corporation has provided. There will also be an element of chasing up payments and making sure that all of the payments are received when they should be.

- **Budget** - also responsible for giving budgets and estimates of what they feel the corporation should be spending. These may be split by department or function and must also predict budget figures for years to come so that the corporation knows what it should be spending and more importantly, charging to customers.
- The department is usually manned by four staff. During the year, there were only three staff members. However, despite the challenge the department was able to in carry out it tasks.

The corporation's budget for 2012 was: -	* Capital	-	**G$ 9.2 M**
	Current	-	**G$ 89.4 M**



BOARD OF DIRECTORS

Guyana Marketing Corporation's Board of Directors comprises both Public and Private sector individuals. The current board was appointed by Cabinet to serve for the period July 01, 2012 to June 30, 2013.

The Board is made up of the following persons:

1. Mr. Paul Cheong, International Marketing Director, Edward B. Beharry & Company Ltd., - **Chairman**
2. Ms. Prema Ramanah-Roopnarine, Deputy Permanent Secretary, Ministry of Agriculture, - **Member**
3. Mr. Mohammed Qualander - **Member**
4. Mr. Anthony Amerally, - **Member**
5. Mr. Brian Sears, Deputy Director, National Agricultural Research & Extension Institute (NAREI) - **Member**
6. Mr. Roopnarine Sukhai, CEO, National Milling Company (NAMILCO) - **Member**
7. Mr. Deodat Doodnauth, Exporter - **Member**
8. Mr. Dhanpaul Dhanraj, Investment Officer, Guyana Office for Investment (GOINVEST) - **Member**
9. Dr. Oudho Homenauth, CEO, National Agricultural Research & Extension Institute (NAREI) - **Member**
10. Mr. Manzoor Nadir, - **Member**
11. Ms. Trecia David - Garnath, Re. Pesticide Board - **Member**
12. Rep. Ministry of Foreign Trade - **Member**
13. Ms.Vilma Da Silva - **Member**
14. Mr. Nizam Hassan, General Manager - **Ex-Officio Member**

The Board appointed Mr. Richard Hanif as **Secretary to the Board**.

APPENDIX

Appendix 1: Statistical Highlights of Non-Traditional Agricultural Exports 2009-2012

COMMODITY	2009	2010	2011	2012	diff 2011-2012	% diff
Total volume exported (tonnes)	9,445	9,562	11,620	11,186	434	2,676
Export Value ('000 G$)	**1,069,841,738.76**	**1,043,124,386.96**	**1,471,572,185.53**	**1,363,909,431.37**	107,662,754	7
Export Value ('000 US$)	5,314,524.44	5,124,755.90	7,252,425.76	6,707,409.77	545,016	8
Rate of exchange (US$-G$)	1.00:202.02	1.00:203.00	1.00:203.00	1.00:204.00		
MAJOR COMMODITIES EXPORTED (TONNES)						
COCONUT CRUDE OIL	594	357	357	334	23	7
COPRA	3,249	901	734	971	-237	-32
COPRA MEAL	179	82	7	0	7	100
JUICES	14	0	5	0	5	100
LIME	32	78	85	21	64	75
MANGO	358	328	170	182	-12	-7
PINEAPPLE	31	60	106	52	54	51
PLANTAIN	187	155	159	0	158	100
PUMPKIN	529	546	452	189	262	58
PEPPER (Hot)	12	6	13	2	11	84
PEPPER (Wiri Wiri)	40	56	38	41	-3	-8
HEART OF PALM	469	489	393	320	73	19
WATERMELON	365	479	289	84	205	71
TOTAL VOLUME EXPORTED (TONNES)						
VIA AIR	723	567	632	478	154	24
VIA SEA	8,700	8,998	10,989	10,708	281	3
COMMODITY	**2009**	**2010**	**2011**	**2012**	**diff 2011-2012**	**% Diff**
REGIONAL MARKETS (TONNES)						
BARBADOS	1,075.39	1,399.15	1,073.35	358.04	715	67
DOMINICA	339.96	517.78	656.86	250.00	407	62
TRINIDAD	4,176.31	1,351.97	1,578.23	1,252.88	325	21
ANTIGUA & BARBUDA	146.91	60.02	49.30	26.51	23	46
SAINT LUCIA	176.24	0.00	0.00	0.00	0	0
SURINAME	58.14	17.16	80.00	48.10	32	40
SAINT VINCENT & THE GRENADIES	10.28	0.00	0.00	0.00	0	0

Appendix 1: Statistical Highlights of Non-Traditional Agricultural Exports 2009-2012 (Cont'd)

EXTRA-REGIONAL MARKETS (TONNES)	2009	2010	2011	2012	diff 2011-2012	% Diff
CANADA	604.28	660.35	505.29	536.63	-31	-6
FRANCE	451.89	457.54	409.77	283.44	126	31
ITALY	0.00	0.00	0.00	0.00	0	0
U.K.	4.36	15.68	17.14	11.22	6	35
U.S.A.	114.53	80.23	159.73	355.48	-196	-123
DOMINICAN REPUBLIC	2,105.96	4,909.02	7,063.30	8,008.19	-945	-13
COMMODITY	**2009**	**2010**	**2011**	**2012**	**diff 2011-2012**	**% Diff**
PROCESSED (Tonnes)						
Achar	2	1	21	2	19	90
Copra	3,249	901	734	971	-237	-32
Copra Meal	179	82	7	0	7	100
Casareep	8	3	19	2	17	88
Guava Jam & Jelly	3	4	2	11	-9	-570
Juices	14	0	5	0	5	100
Pepper (crushed)	1	3	6	0	5	96
Pineapple (Chunks)	102	14	25	7	18	72
FRESH (TONNES)	**2009**	**2010**	**2011**	**2012**	**diff 2011-2012**	**% Diff**
Bora	26	17	17	16	1	5
Boulanger	17	16	22	11	10	48
Calaloo (poi)	0	0	0	0	0	88
Coconut	2,707	5,449	7,883	8,630	-747	-9
Coffee bean	3	0	0	0	0	0
Citrus (lime, orange, tangerine)	33	99	116	21	95	82
Eddo	97	95	157	61	97	61
Mango	358	328	170	182	-12	-7
Pepper (hot)	12	6	13	2	11	84
Pepper (wiri wiri)	40	56	38	41	-3	-8
Pineapple	31	60	106	52	54	51
Plantain	187	155	159	0	158	100
Pumpkin	529	546	452	189	262	58
Seame	12	10	6	7	-1	-17
Squash	3	7	8	4	4	53

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
ANNA REGINA WHOLESALE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	58.14	72.88	88.00	-	73.01
BANANA (CAYENNE)	$/KGS	111.38	115.50	110.00	-	112.29
CORN (GREEN)	$/KGS	-	-	-	-	-
LIME (ROUND)	$/KGS	159.78	-	-	-	159.78
LEMON	$/KGS	178.20	128.70	118.80	-	141.90
MANGO	$/KGS	-	-	-	-	-
GOLDEN - APPLE	$/KGS	-	-	-	-	-
ORANGE	$/KGS	106.56	158.13	2,750.00	-	1,004.90
PAPAW	$/KGS	171.88	194.79	229.17	-	198.61
PASSION FRUIT	$/KGS	-	615.98	-	-	615.98
PINEAPPLE	$/KGS	150.60	147.10	104.76	-	134.15
SAPODILLA	$/KGS	55.00	55.00	-	-	55.00
TANGERINE	$/KGS	132.00	115.50	-	-	123.75
WATERMELON	$/KGS	113.67	110.00	-	-	111.84
GROUND PROVISION						
CASSAVA	$/KGS	129.25	209.00	176.00	-	171.42
EDDO	$/KGS	88.00	93.50	88.00	-	89.83
SWEET POTATO	$/KGS	156.75	159.50	154.00	-	156.75
PLANTAIN	$/KGS	166.83	176.00	154.00	-	165.61
LEGUMES						
MINICA # 4	$/KGS					-
MEAT						
BEEF	$/KGS	614.73	614.73	830.50	-	686.65
CHICKEN (LOCAL)	$/KGS	786.50	786.50	726.00	-	766.33
EGGS (LOCAL WHITE)	$/TY	945.71	920.00	880.00	-	915.24
SEASONINGS						
ESCHALLOT	$/KGS	308.00	374.00	528.00	-	403.33
PEPPER (HOT)	$/KGS	385.00	770.00	440.00	-	531.67
PEPPER (WIRI WIRI) CHERRY	$/KGS	1,045.00	1,870.00	1,760.00	-	1,558.33
VEGETABLES						
BORA	$/KGS	275.00	261.25	275.00	-	270.42
BOULANGER(MED)	$/KGS	162.25	150.33	176.00	-	162.86
CABBAGE	$/KGS	387.75	407.00	792.00	-	528.92
CALALOO	$/KGS	168.33	147.63	105.60	-	140.52
CORILLA	$/KGS	319.00	366.67	308.00	-	331.22
CUCUMBER	$/KGS	137.50	68.77	132.00	-	112.76
OCHRO	$/KGS	170.50	234.67	308.00	-	237.72
PAK CHOI	$/KGS	274.43	242.02	219.98	-	245.48
PUMPKIN	$/KGS	72.88	77.00	66.00	-	71.96
SAEME	$/KGS	733.33	-	-	-	733.33
SQUASH (MED)	$/KGS	33.41	40.33	29.33	-	34.36
TOMATO	$/KGS	517.00	297.00	440.00	-	418.00

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
BOURDA WHOLESALE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	169.58	199.94	190.97	184.00	186.12
BANANA (CAYENNE)	$/KGS	294.03	279.71	305.86	326.00	301.40
BANANA (SWEET FIG)	$/KGS	274.41	279.09	303.72	350.00	301.81
GOLDEN - APPLE	$/KGS	88.00	220.00	-	-	154.00
GRAPEFRUIT	$/KGS	166.96	192.50	199.38	-	186.28
LEMON	$/KGS	347.03	105.60	-	-	226.31
LIME (ROUND)	$/KGS	339.23	385.86	328.83	334.95	347.22
MANGO	$/KGS	185.01	249.33	227.18	528.00	297.38
ORANGE	$/KGS	171.22	223.26	195.72	174.63	191.21
PAPAW	$/KGS	380.59	357.32	353.25	332.08	355.81
PASSION FRUIT	$/KGS	397.02	451.00	433.13	528.00	452.29
PINEAPPLE	$/KGS	156.66	159.11	173.58	198.10	171.86
SAPODILLA	$/KGS	111.02	116.88	105.29	470.56	200.94
TANGERINE	$/KGS	202.75	253.34	236.18	214.50	226.69
WATERMELON	$/KGS	159.65	179.67	213.40	195.80	187.13
GROUND PROVISION						
CASSAVA	$/KGS	166.78	172.03	195.18	188.00	180.50
EDDO	$/KGS	87.13	100.65	98.44	91.50	94.43
PLANTAIN	$/KGS	261.39	252.39	199.93	211.00	231.18
SWEET POTATO	$/KGS	112.75	127.11	117.58	101.00	114.61
YAM	$/KGS	364.89	338.41	386.22	373.27	365.70
LEGUMES						
MINICA # 4	$/KGS	-	-	-	-	-
NUTS						
COCONUT (DRY)	$/100	3,705.26	3,698.53	3,728.57	4,000.00	3,783.09
COCONUT (WATER)	$/100	5,000.00	5,900.00	4,937.50	-	5,279.17
SEASONINGS						
ESCHALLOT	$/KGS	361.22	346.18	565.81	616.00	472.30
GINGER	$/KGS	599.18	755.33	1,107.43	990.00	862.99
PEPPER (HOT)	$/KGS	202.05	408.22	603.17	836.00	512.36
PEPPER (SWEET)	$/KGS	653.06	765.60	900.22	836.00	788.72
PEPPER (WIRI WIRI) CHERRY	$/KGS	441.14	942.35	1,227.12	1,540.00	1,037.65
SCALLION	$/KGS	300.67	279.71	572.00	616.00	442.10
VEGETABLES						
BORA	$/KGS	244.77	173.94	206.25	67.38	173.08
BOULANGER(LGE)	$/KGS	234.67	198.69	209.81	224.40	216.89
BOULANGER(MED)	$/KGS	214.65	176.31	189.68	214.50	198.78
CABBAGE	$/KGS	298.06	357.81	626.70	418.00	425.14
CALALOO	$/KGS	191.82	152.54	184.64	175.98	176.25
CORILLA	$/KGS	293.53	222.75	280.19	330.00	281.62
CUCUMBER	$/KGS	148.10	113.26	127.38	132.00	130.19
OCHRO	$/KGS	210.49	183.03	195.03	176.00	191.14
PAK CHOI	$/KGS	233.31	197.80	263.87	352.04	261.76
PUMPKIN	$/KGS	94.09	97.27	102.86	101.75	98.99
SAEME	$/KGS	385.00	544.00	641.14	-	523.38
SQUASH (MED)	$/KGS	91.28	75.58	125.76	73.33	91.49
TOMATO	$/KGS	339.75	282.64	587.89	575.67	446.49

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
CHARITY WHOLESALE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	62.70	64.17	66.00	-	64.29
BANANA (CAYENNE)	$/KGS	89.10	95.33	143.00	-	109.14
CARAMBOLA	$/KGS	82.28	82.28	-	-	82.28
CHERRY	$/KGS	-	-	-	-	-
LEMON	$/KGS	118.80	-	-	-	118.80
LIME (ROUND)	$/KGS	173.25	232.28	184.80	-	196.78
ORANGE	$/KGS	100.38	148.50	181.50	-	143.46
PINEAPPLE	$/KGS	-	-	-	-	-
TANGERINE	$/KGS	-	-	-	-	-
WATERMELON	$/KGS	168.67	162.80	176.00	-	169.16
GROUND PROVISION					-	
CASSAVA	$/KGS	187.00	172.33	198.00	-	185.78
EDDO	$/KGS	154.00	139.33	132.00	-	141.78
PLANTAIN	$/KGS	210.10	181.50	181.50	-	191.03
SWEET POTATO	$/KGS	172.33	118.25	165.00	-	151.86
MEAT						
EGGS (LOCAL WHITE)	$/TY	1,032.00	766.67	960.00	-	919.56
CHICKEN (LOCAL)	$/KGS	1,012.00	1,012.00	1,012.00	-	1,012.00
NUTS					-	
COCONUT (DRY)	$/100	2,290.00	1,850.00	2,075.00	-	2,071.67
COCONUT (WATER)	$/100	2,633.33	2,766.67	3,000.00		2,800.00
SEASONINGS					-	
ESCHALLOT	$/KGS	558.80	495.00	1,100.00	-	717.93
PEPPER (HOT)	$/KGS	770.00	770.00	1,100.00	-	880.00
PEPPER (SWEET)	$/KGS	928.40	1,063.33	1,100.00	-	1,030.58
PEPPER (WIRI WIRI) CHERRY	$/KGS	1,364.00	1,686.65	2,860.00		1,970.22
STARCH					-	
CASSAVA CASSAREEP	$/GALS	-	-	-	-	-
COCONUT CASSAREEP	$/GALS	-	-	-	-	-
CASSAVA STARCH	$/KGS	-	-	-	-	-
COPRA	$/KGS	-	-	114.40	-	114.40
HONEY	$/GALS	-	-	-	-	-
VEGETABLES						
BORA	$/KGS	264.00	279.58	336.88	-	293.49
BOULANGER(MED)	$/KGS	181.72	212.67	220.00	-	204.80
CABBAGE	$/KGS	627.00	542.67	682.00	-	617.22
CALALOO	$/KGS	-	-	-	-	-
CORILLA	$/KGS	30.63	28.96	80.00	-	46.53
CUCUMBER	$/KGS	27.50	36.67	37.50	-	33.89
OCHRO	$/KGS	389.40	403.33	396.00	-	396.24
PAK CHOI	$/KGS	207.77	539.02	660.00	-	468.93
PUMPKIN	$/KGS	117.70	128.33	102.00	-	116.01
SQUASH (MED)	$/KGS	115.50	143.00	117.33	-	125.28
TOMATO	$/KGS	668.80	462.00	616.00	-	582.27

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
PARIKA FARMGATE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	77.00	106.86	92.65	88.00	91.13
BANANA (CAYENNE)	$/KGS	112.54	142.21	127.35	128.33	127.61
BANANA (SWEET FIG)	$/KGS	138.77	157.93	157.81	163.78	154.57
LIME (LONG)	$/KGS	107.80	138.60	65.75	130.53	110.67
LIME (ROUND)	$/KGS	223.30	231.00	261.80	231.00	236.78
ORANGE	$/KGS	139.19	185.63	160.77	82.50	142.02
PAPAW	$/KGS	310.26	315.49	330.00	305.56	315.32
PINEAPPLE	$/KGS	91.06	87.23	89.05	113.49	95.21
TANGERINE	$/KGS	161.33	-	165.00	190.67	172.33
WATERMELON	$/KGS	118.56	108.17	157.30	89.83	118.47
GROUND PROVISION						
CASSAVA	$/KGS	121.85	138.29	145.54	116.11	130.45
EDDO	$/KGS	71.08	79.36	81.65	84.33	79.11
PLANTAIN	$/KGS	191.23	152.43	130.31	174.17	162.03
SWEET POTATO	$/KGS	86.31	95.07	86.73	71.50	84.90
YAM	$/KGS	221.69	222.00	225.08	234.67	225.86
NUTS						
COCONUTS (DRY)	$/100	3,038.46	3,038.46	2,583.33	2,400.00	2,765.06
COCONUT (WATER)	$/100	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00
SEASONINGS						
ESCHALLOT	$/KGS	311.67	322.67	579.33	454.67	417.08
PEPPER (HOT)	$/KGS	125.23	289.14	485.69	732.11	408.04
PEPPER (WIRI WIRI) CHERRY	$/KGS	382.45	666.29	903.67	692.33	661.19
PEPPER (SWEET)	$/KGS	663.67	898.33	886.77	554.28	750.76
VEGETABLES						
BORA	$/KGS	215.77	118.84	135.39	129.86	149.96
BOULANGER(MED)	$/KGS	220.00	152.74	152.31	154.61	169.92
CABBAGE	$/KGS	240.31	268.71	492.46	520.67	380.54
CALALOO	$/KGS	189.66	133.58	205.55	139.81	167.15
CORILLA	$/KGS	253.85	207.43	247.08	198.00	226.59
CUCUMBER	$/KGS	96.14	46.82	83.95	39.60	66.63
OCHRO	$/KGS	258.92	172.07	174.31	131.39	184.17
PAK CHOI	$/KGS	190.41	139.79	253.84	126.50	177.63
PUMPKIN	$/KGS	59.23	65.69	68.00	91.06	70.99
SAEME	$/KGS	419.69	404.80	412.50	454.67	422.91
SQUASH (MED)	$/KGS	83.49	69.67	112.44	116.74	95.59
TOMATO	$/KGS	253.85	182.29	443.67	361.78	310.40

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
PARIKA OPEN MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	91.93	136.58	110.46	99.46	109.61
BANANA (CAYENNE)	$/KGS	135.14	184.25	160.88	142.08	155.59
BANANA (SWEET FIG)	$/KGS	161.07	205.33	176.00	179.67	180.52
LIME (LONG)	$/KGS	99.00	173.80	71.87	130.90	-
LIME (ROUND)	$/KGS	-	-	-	-	-
MANGO	$/KGS	-	-	-	-	-
ORANGE	$/KGS	154.00	217.25	204.88	99.61	168.93
PAPAW	$/KGS	386.31	396.46	381.94	370.49	383.80
PASSION FRUIT	$/KGS	401.08	404.25	414.86	506.00	431.55
PINEAPPLE	$/KGS	134.58	127.29	142.59	165.87	142.58
TANGERINE	$/KGS	185.63	-	165.00	198.00	182.88
WATERMELON	$/KGS	132.00	137.50	217.56	118.25	151.33
GROUND PROVISION						
CASSAVA	$/KGS	148.50	169.58	171.88	151.25	160.30
EDDO	$/KGS	88.00	90.75	95.79	94.42	92.24
PLANTAIN	$/KGS	245.14	192.96	189.75	209.92	209.44
SWEET POTATO	$/KGS	99.79	112.75	101.29	83.42	99.31
YAMS	$/KGS	264.00	271.33	267.67	283.56	271.64
MEAT						
CHICKEN (LOCAL)	$/KGS	707.14	784.67	842.00	781.00	778.70
EGGS (LOCAL WHITE)	$/TY	868.00	754.44	915.00	706.67	811.03
NUTS						
COCONUT (DRY)	$/100	3,571.43	3,536.36	3,333.33	2,666.67	3,276.95
COCONUT (WATER)	$/100	6,035.71	6,000.00	6,000.00	6,000.00	6,008.93
SEASONINGS						
ESCHALLOT	$/KGS	358.77	381.33	649.00	542.67	482.94
GINGER	$/KGS	592.43	880.00	1,197.78	999.17	917.34
PEPPER (HOT)	$/KGS	165.79	386.83	537.17	817.67	476.86
PEPPER (SWEET)	$/KGS	766.33	1,082.00	1,054.17	656.33	889.71
PEPPER (WIRI WIRI) CHERRY	$/KGS	507.58	865.35	1,107.35	820.00	825.07
VEGETABLES						
BORA	$/KGS	249.61	152.50	158.13	279.27	209.88
BOULANGER(MED)	$/KGS	259.29	177.83	169.00	176.61	195.68
CABBAGE	$/KGS	276.57	331.83	588.50	597.67	448.64
CALALOO	$/KGS	307.20	189.02	313.84	246.40	264.12
CORILLA	$/KGS	320.57	262.17	309.83	256.67	287.31
CUCUMBER	$/KGS	114.71	70.75	102.30	50.60	84.59
OCHRO	$/KGS	298.57	216.33	236.50	168.67	230.02
PAK CHOI	$/KGS	216.88	172.92	283.27	165.00	209.52
PUMPKIN	$/KGS	71.92	80.30	80.06	95.33	81.90
SAEME	$/KGS	484.00	510.89	540.57	542.67	519.53
SQUASH (MED)	$/KGS	101.62	89.22	133.22	137.04	115.28
TOMATO	$/KGS	300.14	227.33	508.00	425.33	365.20

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2nd QTR	3rd QTR	4th QTR	AVERAGE 2012
STABROEK WHOLESALE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	155.74	187.31	183.03	175.88	175.49
BANANA (CAYENNE)	$/KGS	214.79	251.00	242.00	243.28	237.77
BANANA (SWEET FIG)	$/KGS	265.16	282.23	319.00	342.71	302.28
LEMON	$/KGS	276.83	92.40	-	-	184.62
LIME (ROUND)	$/KGS	608.01	353.49	299.70	293.65	388.71
MANGO	$/KGS	166.22	212.67	198.00	216.48	198.34
ORANGE	$/KGS	159.80	208.79	195.86	131.86	174.08
PAPAW	$/KGS	289.21	310.88	309.24	291.17	300.12
PASSION FRUIT	$/KGS	334.40	478.50	389.40	446.60	412.22
PINEAPPLE	$/KGS	120.05	137.17	136.21	162.04	138.87
WATERMELON	$/KGS	151.41	180.13	210.38	148.71	172.66
GROUND PROVISIONS						
CASSAVA	$/KGS	170.74	175.69	197.11	196.71	185.06
EDDO	$/KGS	85.25	99.61	100.34	92.57	94.44
PLANTAIN	$/KGS	251.99	234.92	200.38	225.58	228.22
SWEET POTATO	$/KGS	140.92	129.71	113.27	110.16	123.52
YAM	$/KGS	365.66	360.52	414.00	433.28	393.37
LEGUMES						
BLACKEYE	$/KGS	445.87	557.33	465.67	436.33	476.30
MINICA # 4	$/KGS	821.33	800.01	954.98	944.78	880.27
PEANUT	$/KGS	660.00	704.00	786.92	772.44	730.84
NUTS						
COCONUT (DRY)	$/100	3,726.35	3,633.87	3,718.02	3,571.02	3,662.32
COCONUT (WATER)	$/100	4,250.00	-	-	4,500.00	4,375.00
SEASONING						
ESCHALLOT	$/KGS	332.38	336.29	566.50	530.81	441.50
GINGER	$/KGS	627.69	741.61	1,153.43	1,021.88	886.15
PEPPER (HOT)	$/KGS	170.21	382.56	589.11	1,010.24	538.03
PEPPER (SWEET)	$/KGS	582.13	752.28	912.06	771.44	754.48
PEPPER (WIRI WIRI) CHERRY	$/KGS	420.33	938.04	1,197.11	962.20	879.42
SCALLION	$/KGS	319.00	301.53	511.50	451.09	395.78
VEGETABLES						
BORA	$/KGS	236.76	165.00	185.40	344.37	232.88
BOULANGER(LGE)	$/KGS	253.00	187.48	201.79	234.06	219.08
BOULANGER(MED)	$/KGS	220.48	162.52	173.25	198.22	188.62
CABBAGE	$/KGS	296.90	355.97	615.70	598.21	466.70
CALALOO	$/KGS	181.68	148.53	164.74	152.01	161.74
CORILLA	$/KGS	249.73	233.75	281.79	255.53	255.20
CUCUMBER	$/KGS	149.38	105.51	126.94	95.05	119.22
OCHRO	$/KGS	202.46	183.33	173.03	148.20	176.76
PAK CHOI	$/KGS	226.97	197.08	250.40	195.89	217.59
PUMPKIN	$/KGS	86.66	95.94	97.81	129.46	102.47
SAEME	$/KGS	368.92	492.00	584.00	564.67	502.40
SQUASH (MED)	$/KGS	87.03	74.96	117.66	108.08	96.93
TOMATO	$/KGS	301.63	257.58	565.26	480.29	401.19

Table 1A: Quarterly Average Wholesale Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2nd QTR	3rd QTR	4th QTR	AVERAGE 2012
NEW AMSTERDAM WHOLESALE MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	198.00	220.00	232.00	253.00	225.75
BANANA (CAYENNE)	$/KGS	255.54	250.00	249.33	333.67	272.13
BANANA (SWEET FIG)	$/KGS	194.62	220.00	228.00	253.00	223.91
LIME (ROUND)	$/KGS	169.99	167.30	146.30	147.58	157.79
MANGO	$/KGS	43.49	40.00	39.60	79.20	50.57
ORANGE	$/KGS	142.58	141.00	135.38	132.23	137.80
PAPAW	$/KGS	245.38	236.25	232.34	237.19	237.79
PASSION FRUIT	$/KGS	-	-	-	-	-
PINEAPPLE	$/KGS	113.63	107.62	116.98	120.04	114.57
WATERMELON	$/KGS	125.23	152.00	136.67	105.42	129.83
GROUND PROVISIONS						
CASSAVA	$/KGS	169.23	167.50	176.00	183.33	174.02
EDDO	$/KGS	169.23	167.50	176.00	161.33	168.52
PLANTAIN	$/KGS	280.92	264.00	199.69	209.00	238.40
SWEET POTATO	$/KGS	169.23	167.50	176.00	179.67	173.10
YAM	$/KGS	407.00	407.00	308.00	-	374.00
LEGUMES						
BLACKEYE	$/KGS	342.97	325.60	375.99	361.78	351.58
MINICA # 4	$/KGS	579.89	557.33	685.34	849.03	667.90
NUTS						
COCONUT (DRY)	$/100	2,124.36	1,572.22	3,435.71	3,833.33	2,741.41
MEAT						
BEEF	$/KGS	660.00	660.00	702.78	731.50	688.57
CHICKEN (LOCAL)	$/KGS	664.51	730.67	782.69	744.33	730.55
EGGS (LOCAL WHITE)	$/TY	938.06	836.21	900.37	806.67	870.33
SEASONING						
ESCHALLOT	$/KGS	291.08	290.00	477.23	577.50	408.95
GINGER	$/KGS	1,103.38	1,282.00	1,818.67	1,360.33	1,391.10
PEPPER (HOT)	$/KGS	191.23	214.00	452.69	995.50	463.36
PEPPER (SWEET)	$/KGS	1,044.15	999.50	1,147.67	1,133.00	1,081.08
PEPPER (WIRI WIRI) CHERRY	$/KGS	372.33	427.99	847.84	1,323.67	742.95
VEGETABLES						
BORA	$/KGS	77.28	61.79	78.27	330.79	137.03
BOULANGER(LGE)	$/KGS	234.22	203.40	190.08	212.30	210.00
BOULANGER(MED)	$/KGS	214.50	181.20	165.85	201.71	190.81
CABBAGE	$/KGS	275.85	294.00	401.08	493.17	366.02
CALALOO	$/KGS	162.78	155.18	197.52	173.25	172.19
CORILLA	$/KGS	269.08	292.00	333.67	386.83	320.40
CUCUMBER	$/KGS	126.92	111.01	113.39	96.26	111.89
OCHRO	$/KGS	172.62	172.00	182.77	176.00	175.85
PAK CHOI	$/KGS	472.16	394.35	568.59	408.85	460.99
PUMPKIN	$/KGS	119.73	113.00	118.04	101.29	113.02
SAEME	$/KGS	-	-	-	-	-
SQUASH (MED)	$/KGS	71.07	58.34	63.86	68.44	65.43
TOMATO	$/KGS	547.18	407.33	539.42	552.14	511.52

Table 1B: Quarterly Average Retail Prices for 2012 at the Reported Markets

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
BOURDA RETAIL MARKET						
FRUITS						
BANANA (APPLE)	$/KGS	260.94	281.64	292.54	299.87	283.75
BANANA (CAYENNE)	$/KGS	389.09	382.56	406.11	432.00	402.44
BANANA (SWEET FIG)	$/KGS	365.16	377.44	403.14	437.33	395.77
GOLDEN - APPLE	$/KGS	220.00	440.00	-	0.00	220.00
GRAPEFRUIT	$/KGS	300.74	366.69	338.00	313.50	329.73
LEMON	$/KGS	592.75	1,056.00	638.00	0.00	571.69
LIME (ROUND)	$/KGS	509.28	536.64	497.30	483.00	506.55
MAMEY	$/KGS	499.00	460.78	550.00	0.00	377.44
MANGO	$/KGS	733.13	842.34	769.50	446.37	697.83
ORANGE	$/KGS	241.34	274.78	257.40	460.39	308.48
PAPAW	$/KGS	507.13	588.95	580.30	566.79	560.79
PASSION FRUIT	$/KGS	596.99	663.65	611.00	613.80	621.36
PINEAPPLE	$/KGS	185.48	195.16	209.72	239.06	207.35
PLANTAIN	$/KGS	344.71	340.60	301.05	316.95	325.83
SAPODILLA	$/KGS	870.97	529.50	582.00	589.42	642.97
TANGARINE	$/KGS	359.28	402.20	333.00	299.44	348.48
WATERMELON	$/KGS	238.88	266.96	291.35	220.17	254.34
GROUND PROVISION						
CASSAVA	$/KGS	221.69	236.75	283.97	277.40	254.95
EDDO	$/KGS	156.07	167.36	178.32	169.21	167.74
SWEET POTATO	$/KGS	182.70	191.02	203.95	191.43	192.28
YAM	$/KGS	505.39	466.48	519.08	616.74	526.92
LEGUMES						
MINICA # 4	$/KGS	914.22	960.18	965.07	767.55	901.75
BLACKEYE	$/KGS	503.55	484.00	484.00	1,070.67	635.55
MEAT						
BEEF	$/KGS	786.17	804.72	841.79	896.60	832.32
CHICKEN	$/KGS	710.21	802.27	844.49	817.91	793.72
EGGS (LOCAL WHITE)	$/EAC	35.62	32.16	35.36	30.16	33.32
PORK	$/KGS	1,153.85	1,197.61	1,250.43	1,205.97	1,201.97
NUTS						
COCONUT (DRY)	$/EAC	118.81	115.43	120.05	93.55	111.96
COCONUT (WATER)	$/EAC	286.00	308.00	305.69	252.00	287.92
SEASONINGS						
ESCHALLOT	$/KGS	460.87	460.56	720.39	865.53	626.84
CELERY		878.27	739.59	1,230.22	1,346.07	1,048.54
GINGER	$/KGS	792.43	962.91	1,486.49	1,266.63	1,127.11
PEPPER (HOT)	$/KGS	285.69	520.05	779.71	1,273.67	714.78
PEPPER (SWEET)	$/KGS	841.89	951.04	1,141.56	992.92	981.85
PEPPER (WIRI WIRI) CHERRY	$/KGS	627.09	1,220.47	1,677.81	1,265.08	1,197.61
SCALLION	$/KGS	441.22	421.30	742.50	551.05	539.02
VEGETABLES						
BORA	$/KGS	346.46	241.10	292.64	323.07	300.82
BOULANGER(LGE)	$/KGS	540.00	357.33	399.53	404.38	425.31
BOULANGER(MED)	$/KGS	323.19	216.33	262.53	281.34	270.85
CABBAGE	$/KGS	371.13	442.27	734.49	721.80	567.42
CALALOO	$/KGS	279.35	236.68	291.88	250.24	264.54
CORILLA	$/KGS	377.62	304.94	390.65	347.07	355.07
CUCUMBER	$/KGS	206.65	165.09	175.30	135.49	170.63
OCHRO	$/KGS	280.00	241.38	260.43	211.30	248.28
PAK CHOI	$/KGS	377.65	306.33	421.08	336.27	360.33
PUMPKIN	$/KGS	138.17	143.26	161.58	187.48	157.62
SAEME	$/KGS	501.73	682.00	779.43	696.67	664.96
SQUASH (MED)	$/KGS	126.29	109.31	168.97	145.36	137.48
TOMATO	$/KGS	440.69	366.74	726.59	625.29	539.83

Table 1B: Quarterly Average Retail Prices for 2012 at the Reported Markets (Cont'd)

COMMODITY	UNIT	1ST QTR	2ND QTR	3RD QTR	4TH QTR	AVERAGE 2012
STABROEK RETAIL MARKET						
FRUITS						
AVOCADO	$/KGS	1,237.50	2,200.00	-	-	1,718.75
BANANA (APPLE)	$/KGS	241.76	270.36	291.66	288.13	272.98
BANANA (CAYENNE)	$/KGS	323.94	350.29	353.89	352.86	345.24
BANANA (SWEET FIG)	$/KGS	365.62	373.28	412.97	437.07	397.23
LEMON	$/KGS	406.55	554.40	-	297.00	419.32
LIME (ROUND)	$/KGS	372.89	491.98	1,235.23	427.50	631.90
MAMEY	$/KGS	369.28	463.22	660.00	0.00	373.13
MANGO	$/KGS	532.78	774.08	475.20	288.55	517.65
ORANGE	$/KGS	206.73	286.95	253.00	199.05	236.43
PAPAW	$/KGS	423.44	455.66	493.90	489.50	465.62
PASSION FRUIT	$/KGS	471.15	542.65	587.66	550.70	538.04
PINEAPPLE	$/KGS	165.33	175.06	198.00	214.98	188.34
PLANTAIN	$/KGS	326.15	319.80	279.89	298.92	306.19
SAPODILLA	$/KGS	366.70	814.00	595.67	511.69	572.01
TANGARINE	$/KGS	297.00	339.17	283.80	263.10	295.77
WATERMELON	$/KGS	232.58	257.29	280.00	226.07	248.98
GROUND PROVISIONS						
CASSAVA	$/KGS	222.75	239.99	275.61	258.13	249.12
EDDO	$/KGS	136.94	154.56	161.44	161.58	153.63
SWEET POTATO	$/KGS	178.82	182.18	177.83	176.93	178.94
YAM	$/KGS	485.90	461.52	536.25	570.70	513.59
LEGUMES						
BLACKEYE	$/KGS	542.67	528.00	528.00	484.98	520.91
MINICA # 4	$/KGS	920.33	919.11	1,000.27	1,046.22	971.48
PEANUT	$/KGS	1,766.60	1,694.00	830.76	858.09	1,287.36
MEAT						
BEEF	$/KGS	782.27	796.02	848.83	894.30	830.35
CHICKEN	$/KGS	758.41	799.19	859.02	833.63	812.56
EGGS (LOCAL WHITE)	$/EAC	33.10	594.99	33.92	29.02	172.76
PORK	$/KGS	1,226.78	1,210.63	1,256.93	1,229.01	1,230.84
NUTS						
COCONUT (DRY)	$/EAC	118.70	117.23	118.10	50.57	101.15
COCONUT (WATER)	$/EAC	257.89	308.00	308.00	55.00	232.22
SEASONING						
CELERY	$/KGS	924.07	688.79	1,233.33	1,609.17	1,113.84
ESCHALLOT	$/KGS	430.89	445.56	713.22	695.47	571.28
GINGER	$/KGS	788.88	907.79	1,422.41	1,262.35	1,095.36
PEPPER (HOT)	$/KGS	258.08	491.58	747.79	1,277.93	693.84
PEPPER (SWEET)	$/KGS	801.07	970.61	1,144.00	1,031.22	986.73
PEPPER (WIRI WIRI) CHERRY	$/KGS	609.91	863.59	1,536.35	1,694.04	1,175.97
VEGETABLES						
BORA	$/KGS	323.75	247.04	265.32	264.26	275.09
BOULANGER(LGE)	$/KGS	521.66	350.53	369.03	239.01	370.06
BOULANGER(MED)	$/KGS	298.28	259.32	236.29	184.07	244.49
CABBAGE	$/KGS	357.03	434.73	714.80	714.96	555.38
CALALOO	$/KGS	268.77	231.72	256.87	312.80	267.54
CORILLA	$/KGS	316.54	311.85	380.91	341.27	337.64
CUCUMBER	$/KGS	202.18	146.29	184.05	135.14	166.91
OCHRO	$/KGS	273.47	244.00	241.39	210.87	242.43
PAK CHOI	$/KGS	360.36	305.38	391.05	339.00	348.95
PUMPKIN	$/KGS	127.04	149.34	152.11	183.69	153.05
SAEME	$/KGS	473.00	624.56	720.00	537.78	588.83
SQUASH (MED)	$/KGS	123.90	101.07	160.65	144.76	132.59
TOMATO	$/KGS	380.77	347.09	688.31	610.35	506.63

Table II: Regional and Extra-Regional Exports via Timehri During 2012 as compared with 2009, 2010 and 2011.

COMMODITY	EXPORT VOLUME (TONNES)	EXPORT VOLUME (TONNES)	EXPORT VOLUME TONNES	EXPORT VOLUME (TONNES)	EXPORT VALUE $G	$US	% OF TOT. VOLUME
REGIONAL MARKETS	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Butternut Squash	0.00	5.11	7.09	3.90	1,268,900	6,251	0.82
Boulanger	0.01	0.03	0.19	0.02	5,750	28	0.00
Cassava	0.00	0.18	1.16	0.12	26,620	130	0.03
Coconut (dry)	1.33	0.02		1.00	60,000	296	0.21
Cucumber	0.01	0.01	9.43	2.07	374,407	1,839	0.43
Eddo	2.20	0.21	3.81	7.99	1,342,847	6,598	1.67
Guava jams & jellies	0.50	0.00	0.05	0.02	4,500	22	0.00
Limes	0.00	0.06	17.24	9.78	2,672,538	13,164	2.05
Minica #4	0.00	0.20	0.00	0.05	25,500	125	0.01
Orange	0.01	0.02		0.08	28,770	142	0.02
Papaw	0.01	0.60	13.88	7.17	3,935,889	19,363	1.50
Pepper Sweet	0.00	0.00	0.31	0.03	16,000	79	0.01
Pepper (hot)	0.01	0.00	0.16	0.01	3,780	19	0.00
Pepper (Wiri Wiri)	0.00	0.01	0.39	0.01	11,200	55	0.00
Pineapple	0.01	12.77	22.42	12.29	3,306,360	16,267	2.57
Plantain	1.05	0.03	29.48	0.20	79,807	391	0.04
Pumpkin	0.03	0.03	3.00	8.25	1,108,529	5,457	1.73
Squash	0.00	0.01	0.00	0.54	189,350	933	0.11
Tomato	0.00	0.13	0.89	0.03	21,450	106	0.01
Watermelon	0.02	0.03	60.94	43.26	5,727,186	28,144	9.05
Sub-Total Regional	**22.59**	**23.88**	**173.88**	**96.82**	**20,209,383**	**99,408**	**20**

Table II: Regional and Extra-Regional Exports via Timehri During 2012 as compared with 2009, 2010 and 2011. (Cont'd)

COMMODITY	EXPORT VOLUME (TONNES)	EXPORT VOLUME (TONNES)	EXPORT VOLUME TONNES	EXPORT VOLUME (TONNES)	EXPORT VALUE $G	$US	% OF TOT. VOLUME
EXTRA REGIONAL MARKETS	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Achar	1.77	0.58	20.95	0.72	604,725	2,966	0.15
Avocado	0.09	0.90	0.00	1.27	437,500	2,145	0.26
Awara	2.51	2.64	0.65	0.18	54,600	268	0.04
Bora	25.28	16.94	16.86	16.23	6,453,397	31,713	3.40
Boulanger	14.63	13.25	16.02	11.09	3,993,347	19,629	2.32
Breadfruit	3.05	0.66	0.96	0.07	34,000	167	0.01
Breadnut (frozen)	8.01	8.83	8.28	5.26	4,627,840	22,794	1.10
Breadnut (katahar)	2.91	10.28	8.53	11.92	5,249,518	25,801	2.49
Calaloo	0.18	0.44	0.09	0.01	2,310	11	0.00
Cassava Casareep	1.69	2.63	1.59	1.95	1,318,500	6,483	0.41
Cassava	0.36	0.00	0.42	1.15	115,560	569	0.24
Celery	0.07	0.44	0.39	0.18	154,280	760	0.04
Cerassie Tea	2.27	0.98	1.63	4.07	2,759,120	13,561	0.85
Coconut (dry)	3.56	0.59	0.31	0.34	21,142	104	0.07
Coconut (Oil)	0.00	0.00	0.00	0.04	26,000	127	0.01
Coconut Choka	0.25	3.57	3.13	2.78	2,449,680	12,045	0.58
Corilla	0.53	0.72	0.17	0.02	4,500	22	0.00
Eddo	32.13	28.10	44.12	42.32	6,823,821	33,518	8.86
Eshallot	0.11	0.14	0.49	0.04	26,131	128	0.01
Genip	3.06	4.03	3.09	3.60	1,034,818	5,086	0.75
Golden apple	0.00	0.72	0.70	0.30	41,100	201	0.06
Herbs	0.00	0.00	0.00	0.01	1,800	9	0.00
Mamey apple	0.95	0.23	1.26	0.08	32,400	160	0.02
Mango	358.43	327.74	169.70	182.28	55,271,536	271,756	38.15
Noni	0.33	1.35	0.28	0.68	406,500	1,995	0.14
Ochro	5.07	1.07	1.63	0.84	216,139	1,064	0.18
Pepper (hot)	11.24	4.54	7.00	2.04	1,343,449	6,597	0.43
Pepper (wiri wiri)	37.18	55.24	42.43	41.28	46,883,902	230,540	8.64
Pepper (crushed)	0.06	2.84	0.00	0.04	102,000	502	0.01
Pineapple	9.93	3.64	3.85	0.48	152,324	749	0.10
Plant Parts	5.34	1.35	2.02	1.05	282,367	1,389	0.22
Plantain Chip	0.17	1.07	0.58	0.08	49,050	242	0.02
Pumpkin	16.38	16.75	51.24	27.85	3,791,016	18,636	5.83
Saeme	12.10	9.74	6.33	7.41	5,029,402	24,724	1.55
Sapodilla	10.35	0.76	3.02	0.69	178,913	877	0.14
Seasonings	0.00	0.55	12.16	0.11	63,600	313	0.02
Squash	3.03	5.73	7.98	3.76	952,475	4,686	0.79
Sweet basil	1.11	1.08	3.60	2.85	637,583	3,133	0.60
Thyme (dried)	0.00	4.09	6.29	5.96	1,505,816	7,398	1.25
Sub-Total Extra Regional	**700.36**	**541.52**	**459.24**	**381.04**	153,132,161	**752,869**	**80**
TOTAL EXPORTS VIA AIR	**722.95**	**565.40**	**633.12**	**477.86**	**173,341,544**	**852,277**	**100**
Note:Rate used for $US1.00=G$204.00							

Table III: Regional and Extra-Regional Exports via Seaports During 2012 as compared with 2009, 2010 and 2011.

TABLE III	REGIONAL AND EXTRA REGIONAL EXPORT VIA SEAPORTS DURING 2012 AS COMPARED WITH 2009,2010 AND 2011						
COMMODITY	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VALUE $G**	**VALUE $US**	**% OF TOT. VOLUME**
REGIONAL	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Cassava Cassreep	0.00	0.10	0.05	0.10	1,700	8	0.00
Coconut (Dry)	735.78	341.65	790.41	191.62	11,497,462	56,518	1.79
Coconut Oil (crude)	569.37	360.44	357.36	334.08	225,404,194	1,110,085	3.12
Coconut Water	108.05	230.58	432.27	132.17	16,801,697	82,629	1.23
Copra	3,249.28	901.00	711.66	971.08	167,195,341	821,022	9.07
Eddo	62.86	61.35	52.45	6.00	939,976	4,621	0.06
Ginger	16.80	4.39	8.07	8.29	4,810,702	23,597	0.08
Jams & Jellies	0.00	0.60	0.51	0.23	102,150	501	0.00
Lime	31.52	77.57	68.01	11.14	3,479,862	17,136	0.10
Minica #4	0.06	0.00	0.50	0.02	15,174	75	0.00
Papaw	5.69	12.47	0.89	0.75	419,315	1,341	0.01
Pepper (Crushed)	0.00	0.38	0.93	0.08	35,100	172	0.00
Pepper Sauce	0.48	2.14	0.00	0.91	713,750	4,233	0.01
Pineapple	21.45	41.87	68.71	36.77	12,120,300	59,629	0.34
Pumpkin	512.25	527.32	349.57	103.03	16,436,971	80,911	0.96
Sauces	0.47	1.06	1.14	1.42	628,932	3,085	0.01
Watermelon	364.64	476.41	227.58	40.30	6,496,547	31,992	0.38
Yam	7.24	3.50	4.00	0.72	254,060	1,247	0.01
Sub-Total Regional	**6,104.68**	**3,328.25**	**3,266.49**	**1,838.70**	**467,353,233**	**2,298,804**	**17**
COMMODITY	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VOLUME (TONNES)**	**VALUE $G**	**VALUE $US**	**% OF TOT. VOLUME**
EXTRA REGIONAL	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Achar	0.00	0.00	0.02	1.45	844,190	4,158	0.01
Cassava Cassreep	5.50	0.25	17.36	0.25	162,500	797	0.00
Coconuts (Dried)	1,966.23	5106.32	7,094.77	8,437.30	512,949,790	2,522,461	78.79
Eddo	0.05	5.00	56.68	4.26	604,727	2,979	0.04
Heart of Palm	469.16	489.42	393.28	319.99	177,086,648	870,718	2.99
Jams	1.20	3.14	1.12	10.70	3,313,448	16,307	0.10
Pepper (Pickle)	0.00	0.00	0.00	0.01	4,500	22	0.00
Pepper Sauce	1.02	4.63	1.12	2.73	1,603,886	7,880	0.03
Pineapple	1.51	2.03	11.11	2.50	750,000	3,695	0.02
Plantain Chips	0.00	0.00	0.03	0.01	3,000	15	0.00
Pineapple Chunks	100.12	13.79	22.94	6.94	2,909,580	14,290	0.06
Pumpkin	0.00	2.32	47.91	50.27	6,209,909	30,591	0.47
Sauces	12.45	2.76	0.32	33.26	16,764,726	82,381	0.31
Thyme (Dried)	0.00	0.00	0.00	0.03	7,750	39	0.00
Sub-total Extra Regional	**2,595.55**	**5,669.83**	**7,722.03**	**8,869.70**	**723,214,654**	**3,556,331**	**83**
TOTAL EXPORTS VIA SE	**8,700.23**	**8,998.08**	**10,988.51**	**10,708.40**	**1,190,567,887**	**5,855,135**	**100**

Table IV: Total Exports of Non-Traditional Agricultural Produce 2012 as compared with 2009, 2010 and 2011.

COMMODITY	EXPORT VOLUME (Tonnes) 2009	EXPORT VOLUME (Tonnes) 2010	EXPORT VOLUME (Tonnes) 2011	EXPORT VOLUME (Tonnes) 2012	EXPORT VALUE $G 2012	$US 2012	% OF TOT. VOLUME 2012
Achar	1.79	0.74	20.98	2.17	1,448,915	7,124	0.02
Avocado	0.09	0.90	0.00	1.27	437,500	2,145	0.01
Awara	2.51	2.64	0.65	0.18	54,600	268	0.00
Bora	25.69	17.10	17.08	16.23	6,453,397	31,713	0.15
Boulanger	16.52	16.15	21.53	11.11	3,999,097	19,658	0.10
Breadfruit	3.05	0.66	0.96	0.07	34,000	167	0.00
Breadnut (Katahar)	2.91	10.28	8.53	11.92	5,249,518	25,801	0.11
Breadnut (frozen)	8.01	8.83	10.08	5.26	4627840	22,794	0.05
Butternut Squash	0.00	10.01	9.57	3.90	1,268,900	6,251	0.03
Calaloo (poi)	0.18	0.44	0.09	0.01	2,310	11	0.00
Carassie Tea	2.27	0.98	2.00	4.07	2,759,120	13,561	0.04
Cassava Cassareep	7.76	3.21	19.00	2.30	1,482,700	7,288	0.02
Cassava	0.97	2.00	3.75	1.27	142,180	700	0.01
Celery	0.07	0.44	0.39	0.18	154,280	760	0.00
Coconut (dry)	2706.89	5,448.57	7,882.99	8,630.27	524,528,394	2,579,378	77.15
Coconut (Water)	111.68	231.00	461.02	132.17	16,801,697	82,629	1.18
Coconut Choka	0.25	3.57	5.63	2.78	2,449,680	12,045	0.02
Copra	3249.28	901.00	733.66	971.08	167,195,341	821,022	8.68
Corilla	0.53	0.72	0.17	0.02	4,500	22	0.00
Refined (Coconut Oil)	0.00	0.00	0.00	0.04	26,000	127	0.00
Crude(coconut oil)	594.37	360.67	357.36	334.08	225,404,194	1,110,085	2.99
Cucumber	19.62	6.64	10.40	2.07	374,407	1,839	0.02
Eddo	97.24	95.00	157.07	60.57	9,711,372	47,716	0.54
Eschallot	0.21	0.16	0.49	0.04	26,131	128	0.00
Genip	3.06	4.03	3.09	3.50	1,034,818	5,086	0.03
Ginger	17.26	4.57	8.17	8.29	4,810,702	23,597	0.07
Golden apple	0.00	0.72	0.70	0.30	41,100	201	0.00
Guava Jam	3.64	0.00	0.00	0.02	4,500	22	0.00
Heart of Palm	469.16	489.00	393.28	319.99	177,086,648	870,718	2.86
Herbs & Tea	0.40	1.00	0.00	0.01	1,800	9	0.00

Table IV: Total Exports of Non-Traditional Agricultural Produce 2012 as compared with 2009, 2010 and 2011. (Cont'd)

COMMODITY	EXPORT VOLUME (Tonnes) 2009	EXPORT VOLUME (Tonnes) 2010	EXPORT VOLUME (Tonnes) 2011	EXPORT VOLUME (Tonnes) 2012	EXPORT VALUE $G 2012	$US 2012	% OF TOT. VOLUME 2012
Jams & Jellies	0.50	3.74	1.63	10.93	3,415,598	16,808	0.10
Lime	31.52	77.95	85.26	20.92	6,152,400	30,300	0.19
Mamey apple	0.95	0.23	1.26	0.08	32,400	160	0.00
Mango	358.45	328.00	169.83	182.28	55,271,536	271,756	1.63
Minica # 4	0.06	0.20	0.50	0.07	40,674	200	0.00
Noni	0.33	1.00	0.28	0.68	406,500	1,995	0.01
Ochro	5.07	1.22	1.63	0.84	216,139	1,064	0.01
Orange	1.49	15.00	30.29	0.08	28,770	142	0.00
Papaw	7.55	14.00	14.77	7.93	4,355,204	21,428	0.07
Pepper (crushed)	0.80	3.25	5.56	0.22	137,100	674	0.00
Pepper (hot)	11.69	6.00	12.59	2.04	1,347,229	6,616	0.02
Pepper (sweet)	0.00	0.42	0.31	0.03	16,000	79	0.00
Pepper (wiri wiri)	40.18	55.58	38.19	41.30	46,895,102	230,595	0.37
Pepper Sauce	5.04	7.00	5.11	3.64	2,317,636	11,389	0.03
Pepper (Pickled)	0.00	0.00	0.00	0.01	4,500	22	0.00
Pineapple	31.39	60.00	106.09	52.03	16,328,984	80,339	0.47
Pineapple Chunks	101.62	14.00	24.50	6.94	2,909,580	14,290	0.06
Plant parts	5.35	1.35	2.02	1.05	282,367	1,389	0.01
Plantain	187.35	155.00	158.56	0.20	82,807	391	0.00
Plantain Chips	0.17	1.07	0.60	0.09	49,050	257	0.00
Pumpkin	528.65	546.00	451.72	189.40	27,546,425	135,594	1.69
Saeme	12.10	9.74	6.33	7.41	5,029,402	24,724	0.07
Sapodilla	10.35	0.76	3.02	0.69	178,913	877	0.01
Sauces	33.92	6.09	1.67	34.67	17,393,658	85,466	0.31
Seasonings	0.00	5.62	20.37	0.11	63,600	313	0.00
Squash	3.03	7.00	7.98	3.77	952,475	4,686	0.03
Sweet basil	1.11	1.08	3.60	2.85	637,583	3,133	0.03
Thyme (fresh)	3.61	4.16	6.29	6.00	1,513,566	7,436	0.05
Tomato	1.71	1.58	0.97	0.03	21,450	106	0.00
Watermelon	364.66	479.00	288.52	83.56	12,223,733	60,136	0.75
Yam	10.05	4.00	4.00	0.72	254,060	1,247	0.01
Zuccuhni	2.48	0.00		0.54	189,350	933	0.00
TOTAL	**9,423.15**	**9,561.45**	**11,620.72**	**11,186.24**	**1,363,909,432**	**6,707,410**	**100.00**

Note:Rate used for US$1.00=G$204.00

Table V: Total Exports of Non-Traditional Agricultural Produce Fresh & Processed for 2012 as compared with 2009, 2010 and 2011.

COMMODITY	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VALUE $G	$US	% OF TOT. VOLUME
FRESH	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Avocado	0.09	0.90	0.00	1.27	437,500	2,145	0.01
Awara	2.51	2.64	0.65	0.18	54,600	268	0.00
Bora	25.69	17.10	17.08	16.23	6,453,397	31,713	0.15
Boulanger	16.52	16.15	21.53	11.11	3,999,097	19,658	0.10
Breadfruit	3.05	0.66	0.96	0.07	34,000	167	0.00
Breadnut (katahar)	2.91	10.28	11.06	11.92	5,249,518	25,801	0.11
Breadnut (frozen)	8.01	8.83	7.55	5.26	4,627,840	22,794	0.05
Butternut Squash	0.00	10.01	9.57	3.90	1,268,900	6,251	0.03
Calaloo (poi)	0.18	0.44	0.09	0.01	2,310	11	0.00
Cassava	0.97	2.28	3.75	1.27	142,180	700	0.01
Celery	0.07	0.44	0.39	0.18	154,280	760	0.00
Coconut (dry)	2,706.89	5,448.57	7,882.99	8,630.27	524,528,394	2,579,378	77.15
Corilla	0.53	0.72	0.17	0.02	4,500	22	0.00
Cucumber	19.62	6.64	10.40	2.07	374,407	1,839	0.02
Eddo	97.23	95.21	157.07	60.57	9,711,372	47,716	0.54
Eschallot	0.21	0.16	0.49	0.04	26,131	128	0.00
Genip	3.06	4.03	3.09	3.50	1,034,818	5,086	0.03
Ginger (fresh)	17.26	4.57	8.17	8.29	4,810,702	23,597	0.07
Golden apple	0.00	0.72	0.70	0.30	41,100	201	0.00
Lime	31.52	77.95	85.26	20.92	6,152,400	30,300	0.19
Mamey apple	0.95	0.23	1.26	0.08	32,400	160	0.00
Mango	358.45	328.40	169.83	182.28	55,271,536	271,756	1.63
Minica # 4	0.06	0.20	0.50	0.07	40,674	200	0.00
Ochro	5.07	1.22	1.63	0.84	216,139	1,064	0.01
Orange	1.49	15.35	30.29	0.08	28,770	142	0.00
Papaw	7.55	14.26	14.77	7.93	4,355,204	21,429	0.07
Pepper (hot)	11.69	6.40	12.59	2.04	1,347,229	6,616	0.02
Pepper (sweet)	0.00	0.48	0.31	0.03	16,000	79	0.00
Pepper (wiri wiri)	40.18	55.58	42.82	41.30	46,895,102	230,595	0.37

Table V: Total Exports of Non-Traditional Agricultural Produce Fresh & Processed for 2012 as compared with 2009, 2010 and 2011. (Cont'd)

COMMODITY	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VOLUME (Tonnes)	EXPORT VALUE $G	EXPORT VALUE $US	% OF TOT. VOLUME
FRESH							
Plantain	187.35	155.28	158.56	0.20	79,807	391	0.00
Plant Parts	5.35	1.35	2.02	1.05	282,367	1,389	0.01
Pineapple	31.39	60.31	114.17	52.03	16,328,984	80,339	0.47
Pumpkin	528.65	546.41	451.72	189.40	27,546,425	135,594	1.69
Sapodilla	10.35	0.76	3.02	0.69	178,913	877	0.01
Saeme	12.10	9.74	6.33	7.41	5,029,402	24,724	0.07
Squash	3.03	7.19	7.98	3.77	952,475	4,686	0.03
Sweet basil	1.11	1.08	3.60	2.85	637,583	3,133	0.03
Tomato	1.71	1.58	0.97	0.03	21,450	106	0.00
Thyme	3.61	4.16	6.29	6.00	1,513,566	7,436	0.05
Watermelon	364.66	479.45	288.52	83.56	12,223,733	60,136	0.75
Zuccuhni	2.48	0.00	0.00	0.54	189,350	933	0.00
Yam	10.05	4.35	4.00	0.72	254,060	1,247	0.01
Sub-total (fresh)	**4,649.83**	**7,420.69**	**9,550.47**	**9,360.25**	**742,548,614**	**3,651,564**	**83.67**
COMMODITY	**EXPORT VOLUME (Tonnes)**	**EXPORT VOLUME (Tonnes)**	**EXPORT VOLUME (Tonnes)**	**EXPORT VOLUME (Tonnes)**	**EXPORT VALUE $G**	**EXPORT VALUE $US**	**% OF TOT. VOLUME**
PROCESSED	**2009**	**2010**	**2011**	**2012**	**2012**	**2012**	**2012**
Achar	1.79	0.74	20.98	2.17	1,448,915	7,124	0.02
Cassava Casareep	7.76	3.21	19.00	2.30	1,482,700	7,288	0.02
Carassie Tea	2.27	0.98	1.63	4.07	2,759,120	13,561	0.04
Coconut Oil	0.00	0.00	0.00	0.04	26,000	127	0.00
Coconut Oil (crude)	594.37	360.67	357.36	334.08	225,404,194	1,110,085	2.99
Coconut Choka	0.25	3.57	5.63	2.78	2,449,680	12,045	0.02
Coconut Water	111.68	231.12	461.02	132.17	16,801,697	82,629	1.18
Copra	3,249.28	901.00	733.66	971.08	167,195,341	821,022	8.68
Guava / jams & jellies	3.44	3.74	1.63	10.93	3,420,098	16,830	0.10
Heart of Palm	469.16	489.42	393.28	319.99	177,086,648	870,718	2.86
Herbs & Tea	0.40	1.45	0.00	0.01	1,800	9	0.00
Noni	0.33	1.35	0.28	0.68	406,500	1,995	0.02
Pepper (Pickled)	0.00	0.00	0.00	0.01	4,500	22	0.00
Pepper (crushed)	0.80	3.25	0.93	0.22	137,100	674	0.00
Pepper Sauce	5.04	7.48	5.11	4.27	2,317,636	11,389	0.04
Pineapple Chunks	101.62	13.79	16.42	6.94	2,909,580	14,290	0.06
Plantain Chips	0.17	1.08	0.60	0.09	52,050	257	0.00
Sauces	33.92	6.09	1.67	34.05	17,393,658	85,466	0.30
Seasonings	0.00	0.00	19.95	0.11	63,600	313	0.00
Sub-total (processed)	**4,795**	**2,141**	**2,070**	**1,826**	**621,360,817**	**3,055,845**	**16**
TOTAL	**9,445**	**9,561**	**11,620**	**11,186**	**1,363,909,431**	**6,707,409**	**100**

Table VI: Total Volume of Produce Exported by Country during 2006 -2012 (Tonnes)

	TOTAL VOLUME OF PRODUCE EXPORTED BY COUNTRY								
TABLE VI	DURING 2005-2012 (TONNES)								
COUNTRY	**2005**	**2006**	**2007**	**2008**	**2009**	**2010**	**2011**	**2012**	**% CONTRIBTION 2012**
REGIONAL MARKETS									
Antigua	53.57	159.46	133.31	71.22	146.91	60.02	49.30	26.51	0.23
Barbados	1,046.36	740.27	976.78	941.42	1,075.39	1,399.15	1,073.35	358.04	9.24
Dominica	200.00	200.00	21.00	889.21	339.96	517.78	656.85	250.00	5.65
Jamaica	0.00	0.00	0.45	0.00	1.36	0.00	0.80	0.00	0.01
St .Vincent & the Grenadines	0.14	0.00	0.00	0.06	10.28	0.00	0.00	0.00	0.00
St Lucia	147.53	307.47	328.62	212.34	176.24	0.00	0.00	0.00	0.00
Grenada	0.00	0.00	17.01	17.00	23.00	1.60	1.43	0.00	0.01
St.Kitts & Nevis	0.18	0.12	0.00	0.31	1.81	0.31	0.00	0.00	0.00
Suriname	1.80	3.48	21.35	4.71	58.14	17.16	80.00	48.10	0.69
Trinidad	1,189.12	1,667.21	3,186.26	2,726.14	4,176.31	1,351.97	1,578.22	1,252.88	13.58
Others*	0.45	10.06	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sub-total Regional	**2,639.14**	**3,088.07**	**4,684.77**	**4,862.41**	**6,009.41**	**3,347.99**	**3,439.95**	**1,935.53**	**29.41**
EXTRA-REGIONAL MARKETS									
Belgium	0.00	0.00	0.00	0.00	46.15	0.00	0.00	0.00	0.00
Canada	397.15	382.89	460.24	1,012.83	604.28	660.35	505.29	536.63	4.35
Cyprus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Finland	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
France	1,271.75	1,242.23	1,760.38	847.66	451.89	457.54	409.77	283.44	3.53
Aruba	0.00	0.00	0.00	0.00	0.00	19.00	0.00	0.00	0.00
Greece	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Europe	0.00	0.00	0.00	0.00	0.00	19.20	0.00	0.00	0.00
Holland	0.00	0.00	23.15	0.00	0.00	0.00	0.00	0.00	0.00
Italy	81.42	35.51	15.23	0.00	0.00	0.00	0.00	0.00	0.00
Lebanon	17.99	47.13	61.42	79.17	46.15	0.00	6.45	43.49	0.06
Turks & Caicos Island	0.00	0.00	0.00	0.00	0.00	0.48	2.43	0.00	0.02
Netherlands	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.09	0.00
St. Marteen	21.92	20.95	19.21	29.51	22.97	5.31	11.39	7.17	0.10
Switzerland	9.81	73.77	100.29	49.26	8.55	0.00	0.00	0.00	0.00
U.K	7.66	10.25	7.72	11.53	4.36	15.68	17.14	11.22	0.15
U.S.A	271.89	272.53	240.32	220.40	114.53	80.23	159.73	355.48	1.37
Martinique	0.00	39.50	0.00	0.00	0.00	0.14	0.00	0.00	0.00
Germany	0.00	0.00	0.13	0.00	0.00	0.00	0.00	0.00	0.00
Mozambique	0.00	0.00	0.00	0.00	0.00	0.00	3.88	0.00	0.03
Syria	0.00	0.00	0.00	9.34	18.05	45.86	0.00	0.00	0.00
San Marina	0.00	6.19	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Others*	0.57	0.00	0.00	1.17	1.87	0.00	0.00	0.00	0.00
Dominica Republic	0.00	0.00	21.00	0.00	2,105.96	4,909.02	7,063.30	8,008.19	60.79
Poland	0.00	0.00	0.00	0.00	11.13	0.00	0.00	0.00	0.00
Sub-total Extra-Regional	**2,080.15**	**2,130.95**	**2,709.08**	**2,260.87**	**3,435.87**	**6,212.81**	**8,179.38**	**9,250.72**	**70.39**
TOTAL	**4,719**	**5,219**	**7,394**	**7,123**	**9,445**	**9,561**	**11,619**	**11,186**	**100**

Others* at the **Extra Regional Level represents** exports to countries such as Anguilla,Armenia,British Virgin Islands, China, Martinique, Liberia, Germany and Burundi

Others* at the **Regional Level** represents exports to countries such as Grenada and Monsterrat

Table VII: Guyana Marketing Corporation: Agro-Processing Facilities Volume of Products Processed Jan-Dec 2012 (KGs)

	Commodities	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total (Kg)	% Contribution
1	WATERMELON	17,638	17637		4,090	12,493	3,532				5,596	10,382	7,499	**78,867**	**25%**
2	PUMPKIN	6,900	19995	18,281	25746	9636	16,350	6,374		4110				**107,392**	**34%**
3	LIME	3,938	6297	5,402	1,185	1887	859	349				45		**19,962**	**6%**
4	HOT PEPPER	26	52	36										**114**	**0%**
5	MANGO	75						300						**375**	**0%**
6	PAPAW	1,111	569	1,614	700	509	1,220	1,799	403					**7,925**	**3%**
7	YELLOW SQUASH	14												**14**	**0%**
8	SWEET PEPPER	32												**32**	**0%**
9	WIRI WIRI PEPPER	23	137	14										**174**	**0%**
10	ORANGE	26						50						**76**	**0%**
11	PINEAPPLE	2,628	2364	3,096	603	682	2,185	1,110	355		145	121		**13,289**	**4%**
12	COCONUT	1,523	34028	28,288	1,023	864	500	2444			1,462			**70,132**	**22%**
13	EDDO	717	1435	1,118	1037	1536	1,512	793	620	909		569	166	**10,412**	**3%**
14	BOULANGER	23	71											**94**	**0%**
15	CUCUMBER	545					454				1,075			**2,074**	**1%**
17	PLANTAIN										204			**204**	**0%**
18	MINICA #4		18								51			**69**	**0%**
19	CASSAVA						121							**121**	**0%**
21	THYME		8											**8**	**0%**
22	YAM					68								**68**	**0%**
24	SQUASH		492											**492**	**0%**
25	GINGER				454	441	292							**1,187**	**0%**
26	BORA		54											**54**	**0%**
27	TOMATO			33										**33**	**0%**
29	ZICCHUNI			541										**541**	**0%**
30	SAEME		110											**110**	**0%**
	Total (Kg)	**35,219**	**83,267**	**58,423**	**34,838**	**28,116**	**27,025**	**13,219**	**1,378**	**5,019**	**8,533**	**11,117**	**7,665**	**313,819**	**100**
	No.of Sea Shipments	-	2	2	3	4	3	1	-	1	-	-	-	**16**	
	No.of Air shipments	8	12	6	1	1	3	4	2	1	5	3	2	**48**	
	Total	**8**	**14**	**8**	**4**	**5**	**6**	**5**	**2**	**2**	**5**	**3**	**2**	**64**	
	2007	**84,205**	**89,956**	**128,440**	**52,960**	**85,163**	**93,955**	**60,242**	**57,513**	**83,652**	**76,741**	**227,916**	**123,069**	**1,163,812**	
	2008	**64,998**	**68,116**	**113,510**	**65,469**	**82,480**	**114,532**	**91,808**	**97,090**	**115,217**	**108,629**	**152,589**	**63,783**	**1,138,221**	
	2009	**139,061**	**46,003**	**70,586**	**99,400**	**128,450**	**167,710**	**123,120**	**220,755**	**290,950**	**437,034**	**188,545**	**118,916**	**2,030,530**	
	2010	**126,322**	**115,456**	**204,753**	**177,196**	**138,627**	**115,357**	**90,333**	**107,750**	**35,167**	**71,015**	**80,374**	**183,862**	**1,446,212**	
	2011	**142,640**	**164,276**	**151,784**	**33,488**	**52,701**	**46,741**	**55,942**	**82,535**	**76,950**	**90,607**	**66,124**	**63,455**	**1,027,243**	
	2012	**35,219**	**83,267**	**58,423**	**34,838**	**28,116**	**27,025**	**13,219**	**1,378**	**5,019**	**8,533**	**11,117**	**7,665**	**313,819**	

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