

**USAID/GEO**  
**Guyana Economic Opportunities**

**Rapid Reconnaissance Survey  
of the Export Potential  
of Guyanese Products to Miami**

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# EXPORT MARKET OPPORTUNITIES

## MARKET PROFILE:

# MIAMI

## A Rapid Reconnaissance Survey



EXPORT MARKET SERIES: BULLETIN NO. 12

May 2004

# **EXPORT MARKET OPPORTUNITIES**

## **MARKET PROFILE**

### **MIAMI**

#### **A RAPID RECONNAISSANCE SURVEY**

Ministry of Fisheries, Crops and Livestock  
Guyana Office for Investment  
New Guyana Marketing Corporation

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*This report presents the results of a rapid reconnaissance market survey in Miami, conducted during two weeks in January 2004. Three main sectors were studied: fresh produce, fish and shrimp, wood and wood products, with a quick overview on further processed food.*

## Executive Summary

### **Key Market Characteristics of Miami**

*Main advantages of the Miami market:*

- Definitely a Hispanic/Latin market with a mix of Latin and Caribbean cultures: almost 60% of the people are from Hispanic or Latin origin in Miami-Dade county compared to 12% average for the U.S. Miami is sometimes called the “capital of Latin American”.
- Unlike California (which has the biggest Hispanic/Latino origin community with nearly 12 million people), Florida has an important proportion of persons of Caribbean origin (especially Cuban, Jamaican, Haitian). Communities from the Caribbean basin are closer to the Guyanese way of living and eating than Peruvian or Mexican, for example.
- Positive environment for business development linkages with Latin America due to logistic advantages: location, infrastructure, etc. The population structure allows Miami to be a hub of international trade between the Americas and the Caribbean.
- Besides the internal Florida market which remains limited (Miami-Dade county: 2.3 million people, Florida: 16 million), Miami is a very good gateway to the U.S.

Thus, Miami presents many advantages for Guyanese companies which want a foot hold to the American market, especially in terms of access, diversity and location.

Miami is ranked:

- # 1 as the “Best City for Doing Business in Latin America” for the third consecutive year by *America Economia* (2003)
- # 1 as Top City for Hispanics by *Hispanic magazine* (2003)
- in the “Top 10 Large Metropolitan Areas with the Strongest Projected Growth” by *USA Today* (2003)

Florida is one of the 5 most rapidly growing States with a rate of 2.0 percent.

As showed in the table below, the proportion of Hispanic is 4 times greater in Miami Dade County compared to the U.S. average. In Dade county, the Hispanic population is expected to reach 62% by 2006.

**Key Population Demographics in % (2000)**

	<b>Miami-Dade county</b>	<b>Florida</b>	<b>USA</b>
Hispanic or Latino origin	57.3	16.8	12.5
White (not Hispanic)	20.7	65.4	69.1
African American	20.3	14.6	12.3
Asian	1.4	1.7	3.6
American Indian & Alaska native residents	0.2	0.3	0.9
Other	0.1	1.2	1.6
Total (million people)	2.3 million	16.4 mullion	284.8 million

### States with the Greatest Hispanic Population (In Millions, 2002)

Total US	38.8
California	11.9
Texas	7.3
New York	3.1
Florida	3.0
Illinois	1.7
Arizona	1.5
New Jersey	1.2

Regarding the Guyanese community, figures are difficult to find. Some people speak of 5,000 Guyanese in Florida, some say 25,000, while others say 50,000 (which seems to be too high).

Contrary to New York, there is no “little Guyana” or concentration in one area. People are spread out over Miami (mainly South West), Fort Lauderdale, Tampa, Miramar, Lauderhill and Orlando, with a movement of Guyanese coming from New York. A “community” niche market could be found if Guyanese were more concentrated in a single or several locales (with their own shops, etc.), but we could not identify such a location in Miami (no information for Fort Lauderdale and Orlando). There are suburbs, however, called “little Havana” and “little Haiti” because of a concentration of these populations.

Thus, the targeted market in Miami should not be the Guyanese community in particular but the Hispanic/Latin community in general, with the product adaptation to a broader demand. The most important communities in Florida and especially in Miami are Cuban, Jamaican, and Haitian. But in general most Latin American countries are represented.

### Miami’s Top 10 trading partners for 2002 (imports + exports in billion USD)

1. Brazil	7.6
2. Dominican Republic	4.2
3. Honduras	3.3
4. Costa Rica	3.2
5. Colombia	2.6
6. Guatemala	2.2
7. El Salvador	1.9
8. Chile	1.5
9. China	1.4
10. United Kingdom	1.4

Guyana ranks 55<sup>th</sup>.

### **Market opportunities**

Miami presents some market opportunities. However, market access will present some problems. Some product families present more potential than others as shown in the following table. Specific studies for each product sectors and sub-sectors will be needed to validate the information contained in this report and provide more in-depth analysis.

<b>FRESH PRODUCE</b>	
Cassava	-
Dasheen/eddo, yams	+
Pepper	++
Eggplant	-
Ginger root	-
Pumpkin	-/+
Ochro	+
Sour lime	-
<b>SEAFOOD</b>	
Fish	+
Shrimp	++
<b>WOOD AND WOODEN PRODUCTS</b>	
<b>PROCESSED FOOD</b>	
Heart of palm	-
Hot sauces	+

## **Recommendations**

### ***Short term***

- CAMACOL (Latin-American Chamber of Commerce) organizes an annual Hemispheric Congress of Latin Chambers of Commerce and Industry in Miami (see web site), with import/export seminars, international business matchmaking and other services & activities. It provides an opportunity to create links between U.S. and Latin American operators.
- There are several institutions which could help Guyanese exporters to facilitate their entry in Miami and Florida. The ITC (International Trade Consortium of Miami-Dade county) has a special budget for less developed countries to organize exporters' trip to Miami. For 2004, requests can be made through Cornelius HERELLE.
- For seafood, participation in the International Boston Seafood Show (the biggest show in the country) may be the best way to approach the US market; it could provide an opportunity to learn about the products needed and to develop contacts.

### ***General***

- Price and production cost analysis is the key factor in determining market potential at this point. The retail price lists should give an indication whether Guyanese products can compete in the US market.
- In addition to price quality is also critical. After a determination of products which can compete on price, further sector and product quality evaluations will be needed to determine market requirements. Sector and market studies will be needed to provide more in depth details about market requirements, tastes, etc.
- The "operators & contacts" chapter provides useful contacts.
- Price, quality, consistent and regular supplies, packaging, labeling: 5 factors which are of high importance for entering the market. Labeling is particularly crucial. See the new regulations and requirements under the Bioterrorism Act of 2002.

### ***Strategies***

There are two competitive strategies which could be followed:

- costs strategy: all cost minimization (marketing, distribution, financial, managing, etc.)
- differentiation strategies: competitive advantage based on a specific demand which is recognized by the market or by a sufficient part of the market. This strategy permits companies to avoid direct competition through prices by making the product not competitive with those of other companies/countries.

Under a cost strategy, the company must evaluate its chances to reach Miami at the best price. The wholesale and retail price lists included in this report can provide an indication of product price competitiveness. An analysis of export statistics gives an idea of the export prices (FOB) of the countries which are the main competitors to the Guyanese products. It's possible to see if the product may be price competitive. Knowing the main problems faced by Guyanese SME, in terms of high transportation costs, lack of a good packaging, inability to



produce in regular consistent volumes, we have some doubts on the applicability of this type of strategy. But a detailed analysis must be done for each product, especially in the wood and seafood sectors.

For some products, a differentiation strategy is the only way to enter the market, as there is little room for newcomers on a highly competitive market. Below, we suggest several ways to find a niche in the Miami market:

### **Wood and wood products**

- differentiation on species: Guyana is one of the few Latin American countries which produces greenheart in consistent volumes. The specie offers the opportunity for Guyana to propose something different compared to the traditional competitors in the market for tropical woods.
- differentiation on products: Countries like Brazil dominate the US market for tropical woods but with large quantities of standard products. The big players are unable to answer to specific small scale demand. Guyana can play a role at this stage if companies can be adaptable, flexible and reactive. This type of positioning needs to have a strong partnership with a US company. See the chapter on “Wood” for details on the type of segment which could be potentially interesting for Guyanese companies.
- differentiation on quality: the question to ask is the following: “Is there any qualitative advantage that Guyana could put forward compared to the other tropical wood competitors (Brazil, Surinam, Venezuela...) ?”

One factor mentioned in relation to North American wood: a new regulation has banned CCA treatments. Usually Guyanese wood is not treated. But, this “marketing” advantage can hardly be an important factor as the price difference between local species (softwoods mainly) and tropical wood is very important.

### **Fresh produce**

Due to high competition on tropical produce and broad supply throughout the year from Latin American countries, it's hard to compete in this market through prices unless Guyanese products are very competitive. Niche segments through differentiation may be a preferred strategy as consumers are looking for new products.

- differentiation on varieties: can Guyana propose new or special varieties of produce ? Regarding hot pepper, Scotch Bonnet is common on the US market but we didn't see Wiri Wiri: is it a local Guyanese name for a common variety already found on the US market ? This point needs to be confirmed. If it's a variety known under this name, one can consider introducing it to the U.S. market. This sector is already highly segmented, supermarkets usually sell different kinds of hot pepper. The introduction of a new variety can be done through proper promotion (explaining to the consumer how to use it, in which type of cooking, etc).

CARDI (Caribbean Agricultural Research and Development Institute, see contacts) in Trinidad has done research on hot peppers. Further analysis of the market for hot peppers would be required.

The same holds for sweet peppers: the so-called Bull Nose, Tropical Irazu, Funshimi were not seen on shelves. But the sweet pepper market is not as segmented as that of the hot pepper. This point needs to be further validated.

- differentiation on packaging: on the hot pepper market, companies put emphasis on product presentation and propose hot peppers in small plastic trays with some indication on the “hot” ranking of the variety. Packaging is generally an important factor for both fresh produce and processed products.

### **Seafood**

- differentiation on species: for the fish market, care should be taken since ethnic specificities are very important and communities do not easily change their habits in term of species and presentation of fish (whole versus filleted, fresh versus frozen). Nevertheless, if the Hassar is a specific fish from Guyana, in-depth work on this product might help to determine if with proper promotion, Hassar could become “special” on the Miami market.

Care should be taken since some species are considered sport fish and are prohibited in Florida, for example, Tarpon Atlanticus and Snook.

- food service: there was no time to analyze this special market which is very important due to the high development of the tourism sector in Florida.
- added value and high quality are the keys to entering the U.S. seafood market. Whole fish is rarely sold, except to some Latin American and Caribbean communities; fillets need to be very clean. Shrimp can be presented in several forms, breaded, with sauce, etc. See related chapter for details.

### **Processed food**

- Targeted population: as already mentioned, the Guyanese community is small and spread over the State. For ethnic food, the targeted population must be not only Guyanese expatriates but also the Caribbean and Hispanic/Latin communities. Therefore, products must be adapted to the taste of this broader target. For this, it’s interesting to validate the products acceptance at the level of specialized importers like KMT and 8 RIOS (see “operators & contact” chapter) which are already well versed on the market for Caribbean food.
- Packaging and labeling: again, very important for further processed products.
- Private labels could be a solution for spices. Having a partnership with a renowned company which has a strong brand and which is already well known in supermarkets could be an interesting first step in the US, especially if the Guyanese products complete the range.
- For dry food (spices for example), if packaging and presentation are not adapted to US consumers’ needs, re-packing in the US could be a solution but we had no time to validate this. The critical point remains that labor costs in the US are much higher than those in Guyana.

## **FRESH PRODUCE**

# Fresh Produce

## Common names for roots, fruit & vegetables:

- **Boniato:** batata, Cuban sweet potato, Batiste, Tropical sweet potato, Camote
- **Calabaza:** Cuban squash, West Indies pumpkin, green pumpkin, ahuyama, zapallo, abóbora, giraumon, West Indian pumpkin, crapaudback
- **Edos:** taro, eddo, taro root, dasheen, cocoyam, Japanese potato, baddo, elephant's ear, sato-imo
- **Jicama:** Mexican potato, Mexican turnip, yam bean
- **Malanga:** yantia, yautia, cocoyam, tanier, tannia
- **Name:** yam, nyami, yampi, tropical yam, true yam, greater yam, cush-cush, mapuey
- **Okra:** ochro, quingombo, quiabo, bamia, bamie, bhindi, bindi, gumbo, gombo
- **Yuca (or yuca):** cassava, tapioca root, manioc

## Synthesis – Recommendations

Miami presents some opportunities in the fresh produce sector but it is difficult to enter the market in Florida because the current supply is adequate and the competition from other Latin American countries is high.

The situation was easier 10 years ago as some products could not be found on the market; some windows were then open according to the season. Now, everyone can find everything, year around, and at a good price.

We found no Guyanese fresh produce on the Miami market. A high level of competition exists from Latin American countries, especially Mexico, Costa Rica, Jamaica, Brazil, Dominican Republic, Colombia, Guatemala, Ecuador, Peru, Panama, El Salvador, Honduras, etc.

The produce arriving from these countries are of high quality, have good packaging and are transported at lower rates than from Guyana. These factors increase the entry barriers for Guyanese products.

In this competitive environment, success factors are the followings:

- Competitiveness through low prices (for existing products on the market) or
- Differentiation through product (new varieties, color, size, taste) or packaging (presentation, information on packaging...) in order to propose a fancy or a new product.
- High quality

Three examples can be mentioned in order to illustrate the differentiation factor:

1. differentiation as a new product:
  - case of jicama or so called Mexican potato or Mexican turnip: recently introduced on the market, it can be considered as a new product. A good promotion helped the introduction of this product which can be found in super chains like Wall Mart.
  - case of VineSweet® MiniPeppers from Master Touch: a new breeding of mini sweet peppers with appropriate promotion and brand policy (see web site: [www.masterstouch.com](http://www.masterstouch.com))
2. differentiation through packaging: case of hot peppers. Some packers have launched small transparent plastic trays for hot peppers, with an information sheet giving a scale of the "hotness" of all varieties on the market. Practical and attractive.

These types of “innovation” are very important, especially in an environment where competition is strong and where importers are reluctant to change suppliers, once they have developed a good relationship with suppliers. Furthermore, in a situation of excessive supply, the management policy adopted by all major supermarket chains does not give shelf space to products which do not present some interest in terms of sales.

On the demand side, it’s difficult to differentiate “ethnic” (Hispanic, Latin, Caribbean) versus “traditional” distribution channels. As the Miami-Dade county is nearly 60% Hispanic people, every type of supermarket must now offer a range of more tropical produce to satisfy the major part of the population.

Of course, some Hispanic/Latin supermarkets can be found, especially in some parts of Miami where the concentration of Hispanic people is higher (Little Havana for example). SEDANO’S with 28 supermarkets is the most important chain in this segment. But the suppliers (wholesalers, distributors, importers) of those operators are the same for these outlets and non Hispanic supermarkets.

### **List of Guyanese Approved Fruits and Vegetables**

#### **All ports of US**

Allium  
 Apple  
 Asparagus  
 Banana  
 Basil  
 Cassava  
 Corn, green  
 Cucumber  
 Dasheen  
 Durian  
 Eggplant  
 Lemon (smooth skinned)  
 Lettuce,  
 Lime, sour,  
 Orange, sweet  
 Pepper  
 Pineapple (prohibited into Hawaii)  
 Pokeweed greens (leaf, stem)  
 Pumpkin  
 Strawberry  
 Watercress  
 Yam

#### **North Atlantic ports**

Artichoke, globe  
 Bean (pod or shelled)  
 Cacao bean pod  
 Okra (pod)

#### **South Atlantic and North Pacific ports**

Cacao bean pod

### **Market Opportunities**

Cassava	-
Dasheen/eddo, yams	+
Pepper	++
Eggplant	-
Ginger root	-
Pumpkin	-/+
Ochro	+
Sour lime	-

## Product Approach

### □ Cassava

*Market Opportunities: -*

Costa Rica is the market leader in cassava. It exports 3000 containers/year of roots, mainly cassava. Of the 40 cassava containers exported per week from Costa Rica, 60% are entering the US through Miami.

The product has a very good quality, clean, super white (with no blemishes) and waxed. It's well perceived by the professionals and well introduced in all kinds of supermarkets and shops. Due to the high volumes exported from Costa Rica, the exporters can easily negotiate good prices for the freight which remain less expensive than from Guyana.

Under these conditions, only a very good product at a better price can compete.

The importer's price is between \$7 and \$8.50 USD per 40 lb box. Few countries can compete at this level of price and quality. Wholesaling price beginning January 2004 was at 10 to 12 USD / 40 lb.

FOB prices shipping point basis, South Florida, loading and other services included for cassava from Costa Rica (source: USDA): 7.50 to 8.50 USD / 40 lb.

One point can be noted: there is a market for frozen cassava, also coming from Costa Rica and Ecuador. This product is whole peeled or in processed form: croquettes, fries, etc. Other roots and tropical produce are also supplied in frozen form: malanga, okra (breaded). They answer to the US consumer's demand for easy, ready-to-prepare or ready-to-eat products.

### □ Other roots: dasheen, yam, malanga, boniato

*Market Opportunities: +*

The supply of roots other than cassava is broad even if the volumes do not reach those of cassava. Nevertheless, some opportunities can be found at the level of niche markets as far as quality and price.

Main competitors will again be Costa Rica for malanga, Florida for boniato, and Jamaica, Mexico and Ecuador.

One of the leading importers and distributors of tropical fresh produce and roots, J&C Enterprises, provided the following wholesale prices for early January:

<b>FLORIDA ROOTS</b>	<b>USD</b>
Boniato / Batata #1 (50lb)	12.00 / 50 lb
Boniato small #2 (50lb)	8.00 / 50 lb
Yautia White Florida (40lb)	24.00 / 40 lb
Malanga Islena (40lb)	26.00 / 40 lb
<b>IMPORTED ROOTS &amp; VEGETABLES</b>	
Edo / small taro Costa Rica	15.00 / 40 lb
Malanga coco Dom. Republic	12.00 / 50 lb
Malanga amarilla	32.00 / 50 lb
Name Costa Rica	12.00 / 40 lb
Name Colombia Espino	17.00 / 40 lb
Yautia/Malanga white Costa Rica	32.00 / 40 lb
Yautia/Malanga lila	25.00 / 40 lb
<b>JAMAICAN SPECIALITIES</b>	
Yellow Yam Jamaica	27.00 / 45 lb
Dasheen Jamaica	40.00 / 45 lb
Sweet yams Jamaica	35.00 / 45 lb
Negro yams Jamaica	30.00 / 45 lb

FOB prices shipping point basis, South Florida, loading and other services included for calabaza (source: USDA):

- Malanga white (Costa Rica): 24 to 30 USD / 40 lb
- Malanga lila (Costa Rica) 22 to 24 USD / 40 lb
- Yams (Costa Rica): 11 to 12 USD / 49 lb

Wholesale prices at the Miami terminal market (source: USDA, January 12th, 2004):

- Boniato (Florida): 8.50 to 9.00 USD / 50 lb
- Dasheen (Jamaica): 32 to 34 USD / 45 lb
- Jicama (Mexico): 12 to 14.50 USD / 10 lb and 15.50 to 18.75 USD / 20 lb
- Malanga white (Costa Rica): 28 to 30 USD / 40 lb
- Malanga white (Ecuador): 29.50 USD / 40 lb
- Malanga white (Florida): 22 to 24.50 USD / 40 lb
- Malanga lila: 30 to 32 USD / 40 lb
- Eddoes (Costa Rica): 16 USD / 40 lb
- Yampi (Costa Rica): 45 to 47 USD / 40 lb
- Yams, yellow (Jamaica): 30 to 33 USD / 45 lb
- Yams, yellow (Jamaica): 13 to 14 USD / 50 lb

## □ Hot pepper

*Market Opportunities: ++*

Hot pepper is very popular and the market is highly segmented. Consumers choose peppers according to the dish they will prepare. On some packaging, a ranking of the varieties according to their strength can be found. Hot pepper is a matter of culinary fashion. People are looking for novelties in terms of packaging and new varieties, especially if they are promoted during TV cooking shows (with an orientation towards world cooking: Mexican, Asian cuisine, etc.) or in recipes found in magazines. The consumers now know the main varieties found on the market and how to use them.

Due to the fashion effect, new indigenous varieties could be interesting to introduce on the market, but with:

- a proper promotion explaining to consumer how to use it, in which type of dishes, strength level, etc.
- attractive packaging, as product differentiation on a market already well developed.

In this case of product differentiation, the product must be different through a new color, a new variety, new origin (if promotion is done in Guyana), an attractive packaging...

Main varieties found on the market: Habanero, Hungarian wax, Long Hot, Red Cherry Hot, Fresno, Yellow Caribe, Jalapeno, Finger Hot, Poblano, Cubanelle, Anaheims, Serrano, Scotch Bonnet, Thai Chili, Dutch Chili, Santa Fe.

Main competitors: Jamaica, Trinidad, Dominican Republic and other Caribbean Islands.

Prices vary according to origin and varieties. One of the leading importers and distributors of tropical fresh produce and roots, J&C Enterprises, offered the following wholesale prices in early January:

• Aji Cachucha	US\$35.00/25 lb
• Havanero green & mixed	US\$16.00/8 lb
• Havanero red	US\$18.00/8 lb
• Scotch Bonnet (Trinidad)	US\$16.00/8 lb
• Jalapeno	US\$14.50/15 lb

## □ Eggplant

*Market Opportunities: -*

Eggplant is mainly produced in the USA and Mexico at very low prices (approximately \$6- \$7US/40 lb box). It's difficult to enter the market and compete, unless the product presents some novelty (baby eggplant or white eggplant for example as a niche market). On the other hand, few Latin American countries can export to the US, which could be an advantage for Guyanese eggplants.

Wholesale prices at the Miami terminal market (source: USDA, January 12th, 2004):

- Mexico 18s: 11.50 – 12 USD
- Mexico 24s: 11.50 to 12.USD



## □ **Ginger root**

*Market Opportunities: -*

Main suppliers are Brazil and more recently China which now dominates the market. China exports to USA at very low prices which does not facilitate entry of new competitors. Other suppliers: Costa Rica, Honduras, Hawaii, Fiji.

The demand is oriented towards large, clean, dry hands supplied by Brazil. China offers smaller hands.

Import price indicator:

- China: 6-8 USD / 40 lb
- Costa Rica: up to 20-25 USD / 40 lb
- Brazil: 16 USD / 40 lb

FOB prices shipping point basis, South Florida, loading and other services included for ginger root (source: USDA):

- Honduras and Costa Rica: 22 to 24 USD / 30 lb

Wholesale prices at the Miami terminal market (source: USDA, January 12th, 2004):

- Honduras: 24 to 26 USD / 30 lb
- Costa Rica: 23.75 to 24 USD / 30 lb

## □ **Pumpkin**

*Market Opportunities: -/+*

Main suppliers for pumpkin are Panama, Costa Rica and to a lesser extent Haiti, Dominican Republic, Jamaica and Trinidad. Importer's prices vary between 6 and 10 USD per 50 lb box. It's a seasonal product (with a peak during fall). Some opportunity may exist outside the peaks of consumption.

FOB prices shipping point basis, South Florida, loading and other services included for calabaza (source: USDA):

- Panama and Costa Rica: 8 to 10 USD / 50 lb

Wholesale prices at the Miami terminal market for calabaza (source: USDA):

- Jamaica: 14.75 to 17 USD / 50 lb
- Panama: 12 to 13 USD / 50 lb
- Haiti: 14.75 to 17 USD / 50 lb

## □ **Ochro**

*Market Opportunities: +*

The ochro market is very small. Main suppliers are Mexico and Nicaragua. Import peaks must be analyzed to determine whether Guyana can find a window.

Importer prices are comprised between 8 to 12 USD / 20 lb box.

□ **Sour lime**

*Market Opportunities: -*

Florida no longer produces limes. The main supplier is now Mexico. The product enters the USA by truck, in two types of packaging: Bruce box (40 lb) and Pony's (10 lb).

Price fluctuation is very important according to the season and can vary from 4 to 40 USD per 40 lb box. But it's probably impossible to compete with Mexico unless that country has a poor year (disease, weather problem, etc.)

At the beginning of January 2004, the wholesale prices on the Miami market were the followings (source: USDA, January 12th, 2004):

- seedless type 110s: 14 – 15 USD / 40 lb
- 150s: 17 – 20 USD / 40 lb
- 175s: 19.50 – 20 USD / 40 lb
- 200s: 20 – 22 USD / 40 lb
- 230s: 17 – 18 USD / 40 lb

## **SEAFOOD**

# Seafood

## **Synthesis - Recommendations**

In 2001, 65% of fish consumed in the USA was flown into Miami; over 222,000 tons. Seafood is the largest import coming into Miami. Fresh flowers are usually the second most important import into Florida, running a close second to seafood in terms of the value of imports.

There is no doubt a market for fish and shrimp exists in Miami but only under certain conditions.

The seafood industry is a price-driven market and the standards of quality are high. The way to enter the market is by providing excellent product, in terms of quality, at excellent prices. It is also very important to be clear on how the company wants to market the product and to whom.

Bringing exotic fish or fish that is not familiar to the market (and the different communities which compose the market) is very difficult and almost impossible, unless a niche market is quickly identified and there is some promotion effort undertaken to introduce the product.

To illustrate this point, OMAR SEAFOODS (see contact), a specialized wholesaler/retailer who supplies Haitian/Latin/Caribbean consumers in Miami does not sell catfish because Haitians are not familiar with that type of fish, so it wouldn't sell in their stores. The same with shrimp, Haitians do not like shrimp, so they only offer small quantities at their store. Haitians prefer blue crab.

Nevertheless, the case of Hassar (or Guyana Hassa) should be studied more deeply as it could be considered as a Guyanese specialty fish. There are perhaps some opportunities to develop a niche market on a specific specie, not proposed by other Latin American countries. But this can only be done with promotional support.

In supermarkets, fish and shrimp are generally sold fresh or defrosted. Shrimp are usually cooked or peeled for salad. Catfish are processed as nuggets to answer the U.S. consumer's demand for easy, ready-to-prepare or ready-to-eat products.

In supermarkets, fish is seldom sold whole and needs to be processed in the proper way: clean fillets with no bones, nice steaks. In some Hispanic/Latin markets, the proportion of whole fish sold is greater than in supermarkets.

Export packaging must be solid and adapted to the product.

Exporters should also visit the Boston Seafood Show, which is the biggest in the U.S., to meet buyers/importers.

## **International Boston Seafood Show**

Trade Show with Conference  
John B. Hynes Convention Center  
Boston

Latin American origins of seafood which entered in Florida (2002 figures):

- **Brazil** fresh fish (fresh or chilled) exports: US\$22 million
- **Honduras** live crustaceans: US\$56 millions
- **Costa Rica** fish fillets (fresh and frozen): US\$53 millions
- **Colombia** live crustaceans: US\$20 million
- **Venezuela:** US\$39 million of live crustaceans, US\$11 million of shrimp, crabs, lobsters; US\$3 million of fresh fish (fresh or chilled)
- **Guatemala:** US\$14 million of live crustaceans
- **Chile:** chilled or frozen fish fillets. US\$265 million; smoked salmon and other smoked fish; US\$5 million; frozen fish US\$3 million
- **Mexico:** fresh or chilled fish US\$15 million; chilled or frozen fish fillet US\$9 million.
- **Ecuador:** US\$60 million of live crustaceans; US\$46 million of chilled or frozen fish fillet; US\$8 million of shrimp, crabs, lobsters and prepared/preserved seafood
- **Peru:** US\$8 million of live crustaceans.
- **Argentina:** US\$3 million of chilled or frozen fish fillets
- **Jamaica:** US\$5 million of live crustaceans
- **Bahamas:** US\$4 million of live crustaceans, US\$1 million of mussels, scallops and other mollusks
- **Panama:** fresh or chilled fish US\$35 million; US\$10 million of live crustaceans; chilled or frozen fish fillet - US\$3 million

## Product Approach

### □ Fish

*Market Opportunities: +*

There is a market in Miami for some fish species found in Guyana. According to the availability of species in Guyana, the demand is oriented towards:

- Cat fish: not whole, in steak or fillet
- All type of snappers, especially lane snapper. Mainly for the Hispanic community. The market is oriented towards small sizes (2 lb and less). Can be exported whole, gutted or in fillet
- King fish: in steaks
- Butterfish
- Spanish mackerel
- Croaker
- Sea trout
- Tilapia: skinless, boneless fillet, 4-6, 6-8 and 8-10oz

And perhaps Blacktip shark (but prices are very low as there are large quantities currently on the market).

The general tendency of the market is to ask for value added products: prepared (gutted) or processed fish as fillets or steaks etc.

Globally, the consumption is more oriented towards fresh or defrosted products. It seems that frozen fish is less accepted by Caribbean and Latin communities than from the rest of the population.

Snapper is imported usually from Brazil, Suriname and other Latin American countries, whole, gutted or in fillet, fresh or frozen. Same presentation for sea trout. For the other fish, the tendency is to have clean ready-to-prepare fish in fillet or slices, fresh or defrosted.

Tilapia represents a big market and is usually imported fresh from Colombia, Costa Rica, Guatemala, Honduras, Ecuador, Belize. The fillets must be very clean.

Some species are considered sport fish in Florida and are prohibited entry to the State: Snook and Cuffum (Tarpon Atlanticus which is also not considered because of too much bones). Rules may change according to the State. Regarding snook (black back), it seems that it's possible to export to the States but only in the form of skinless fillet. Nicaragua is exporting from 6-8 oz to 2-4 pounds pieces (point to be validated by the local authorities).

Indicative prices:

- Butterfish: 0.85 USD/lb (importer's price)
- Snapper 1-2 lb and 2-4 lb: US\$2.25 /lb (FOB Latin America)
- Snapper 4-6 lb: US\$1.90 /lb (FOB Latin America)
- Snapper 6-8 lb: US\$1.85 /lb (FOB Latin America)

Primary wholesale prices at the New York Fulton fish market which dictates industry prices (February 5, 2004 ; source: Department of Commerce).

Prices shown are for fresh fish products of good marketable quality in U.S. dollars/cents per pound. Shellfish prices in bushels, boxes, dozen are for live product, and are sold by unit of measure (Bu, Box, doz, etc.). Point of origin is shown using standard U.S. postal abbreviations for states and some cities shown for further clarification (Bos - Boston, Ma; LI - NY - Long Island; Sup Lt = supply height; Sup mod = supply moderate).

- **Fillets**
  - Catfish: MS \$2.95
  - Yellowtail (flounder): MA (N.Bed) \$5.65-5.70 & \$5.10-5.15 a/s/q.
  - Tilapia: Costa Rica (air) \$3.85.
- Butterfish: Sup Lt. RI medium \$1.10, small 75.
- Croaker: Sup mod, mkt abt stdy. NC large 55-60, med 45-50.
- Dolphin (Mahi Mahi): Sup Lt. Ecuador (air) \$3.00.
- Shark: Sup Lt. NC mako \$2.25.
- Mullet (Liza): Sup Lt. NC 60. Brazil (air) red \$2.75.
- Parrotfish: Sup Lt. Brazil (air) \$2.00.
- Sea Bass: Sup Lt, mkt abt stdy. NC jmb \$3.25 sh/sl, large \$3.00 sl.
- Snapper: Sup mod, mkt abt stdy. LA red 1-2# 4.00, 2-4# \$4.00. Surinam (air) red 1-2# \$3.00. Venezuela (air) red 3/4-1# \$2.25, 1-2# \$2.75.
- Snapper vermillion (B-Liner): Sup Lt. Surinam (air) 1-2# \$2.50.
- Spanish mackerel: Sup Lt-mod, mkt abt stdy. NC jmb \$1.50, med 90.
- Tilapia (St Peter): Sup Lt, mkt abt stdy. FL 85-90.

## □ **Shrimp**

*Market Opportunities: ++*

Annual consumption of shrimp in the US is estimated at approximately one billion pounds by weight. Thailand's market share is close to 20 per cent, China 10 per cent, Vietnam 9 per cent and India 7.5 per cent.

The United States, the world's largest shrimp consumer, imports around 120,000 tons of Thai shrimp (50% of the shrimp the U.S. imports), nearly 50,000 tons from China during the first 8 months of 2003.

Vannamei variety is mainly produced in the U.S. and imported from China, Thailand, Indonesia and Ecuador; India exports predominantly Black Tiger and Scampi varieties.

Mid-2003, the Southern Shrimp Alliance, a collective entity representing shrimp farmers in eight states in the United States, has filed an anti-dumping petition against six countries - India, China, Thailand, Vietnam, Ecuador and Brazil.

The final recommendation was expected to come from the International Trade Commission. Some professionals expect the result to be an anti-dumping duty. If Commerce Department officials opt to consider the case, the 6 countries would face an immediate 57% tariff surcharge on shrimp imports while U.S. officials conduct an investigation. Thai shrimp currently enters U.S. markets tax-free. If a steep tariff is imposed, Thai producers stand to lose market share to other low-cost shrimp-producing countries such as Mexico, Indonesia and Taiwan, industry analysts predict.

This anti-dumping duty should impact heavily on the market, and perhaps in favor of Guyanese shrimp. At this stage, it's not possible to foresee the consequences as the case is in the analysis process.

Regarding the shrimp size; the largest are used in restaurants and the medium and smaller are aimed at shops and supermarkets. The smallest are sold cooked as salad shrimp.

The market is more oriented towards medium to small sizes (21-25 to 91-100). 110 to 150 shrimp are used for salad and sold cooked.

Value added value products are present on all shelves and counters ; the shrimp can be presented in different form: raw or cooked, deveined or undeveined, tail-on/tail-off shell on / shell on, EZ-pell, in ring form, butterfly tail-on, breaded, with sauce etc.

5 lb box and 50 lb master carton are the standard shipping packaging for shrimp.

## □ **Crab**

There is a demand for crab but in meat form (no shell): claw meat (4) and jumbo lump (18-19); blue and red crab.

## **WOOD AND WOOD PRODUCTS**



## Wood and Wood Products

### *Market Opportunities: ++*

Tropical wood and wood products are in demand in Florida and the U.S. for different uses: marine and outdoor uses (piling, poles, etc.) home and office interiors (flooring, mouldings). Brazil supplies about 80% of the US tropical wood market.

Non-treated woods (like the ones from Guyana and Brazil) could have an advantage at the present time in the U.S. as regulations have changed recently regarding the inorganic arsenical pressure-treated wood (including CCA, ACA and ACZA). Usually US and Canadian woods are preserved by pressure-treatment with an EPA-registered pesticide containing inorganic arsenic to protect from termite attack and decay. Inorganic arsenic penetrates deeply and remains in the pressure-treated wood for a long time. However, some chemicals may migrate from treated wood into surrounding soil over time and may also be dislodged from the wood surface upon contact with skin. Exposure to inorganic arsenic may present certain hazards. This is why regulation has changed: CCA is prohibited for residential use as of 1/1/04.

In this sense, the “non-treated” woods could enjoy a marketing advantage over usually North American woods which are usually treated. However, there will probably be no increased opportunity for tropical hardwoods because of price. There is simply no way for the heavy and dense tropical hardwoods to compete with softwoods in the US market for construction purposes because their cost is just too high. For example: treated southern yellow pine, K/D, treated and S4S can be sold for about US\$ 212/m<sup>3</sup> delivered. It is hard to find tropical hardwood at this price.

Guyana has an advantage in terms of differentiation: greenheart is not found in Brazil and Suriname in commercial quantities. Greenheart is indeed renowned for its resistance to marine borers and termites and from a marketing point of view can easily compete with pine for certain uses

But at this stage, the Guyanese policy related to export taxes acts as a constraint on expansion: 2% export taxes implemented on logs as well as on timber and lumber favors exportation of logs (to Asia) instead of value added products. Guyana is one of the rare countries in Latin America (if not the only one) which is allowed to export logs. Brazil has banned it in order to develop its wood industry. As long as Guyana continues this policy, it will be difficult to move towards further processed products which are a better source of revenue for SME.

It will be difficult for Guyana to compete with Brazil. Brazil has developed a strong exporting industry (with the following strengths: good industry equipment and technical advantage at the mills, good prices, high volumes, aggressive marketing). But, as Brazil produces in high volumes, the important exporters do not meet all products.

Guyana could find some opportunities in the specialty market (which represents a niche market, small volumes of non-standard products), especially the following:

- crane mats
- marine products
- timber and piling
- poles
- shingles
- lumber (1x4, 1x6, 2x8 each time x 10' or x12') and timber in random or specific widths and lengths
- some mouldings and frames (doors, windows)

The market for the above products is not necessarily in Florida but could be more interesting in New York, in the Midwest, and on the West Coast.

In Florida, one company deals regularly and consistently with Guyana wood companies as one of the partner is Guyanese: Durable Wood Products (DWP, see address). This company has an office in Guyana and has invested with a local Guyanese company. DWP tries to deal directly with small Guyanese companies in order to avoid middlemen.

According to Calixto Orta from DWP, in order to facilitate access to the U.S. market for small Guyanese companies, a yard near the port of Georgetown is necessary to store, to remanufacture and to recut the timber and lumber.

During the inquiry, several cases of non-respect of the terms of the contracts by Guyanese companies have been evoked by some U.S. importers, especially problems of delay and non-delivery of products after accepting the contract. This type of behavior is unacceptable by U.S. companies which have themselves a commitment towards their customers. This leads to the loss of potential business partners and gives Guyana a bad name which will affect other exporters and even other sectors.

**Price indicator:**

- Virola plywood FOB Belem 18 mm best quality: US\$200 /m<sup>3</sup>
- Ipe manufactured decking FOB Belem US\$810 /m<sup>3</sup>
- Jatobe FOB Belem US\$360 /m<sup>3</sup>
- Crabwood FOB Belem US\$340 / m<sup>3</sup>

Standard US requirements can be found at:

<http://www.universalhardwoodfloors.com>

[www.allwoods.com](http://www.allwoods.com)

## **PROCESSED FOOD**

## Processed Food

### ❑ Heart of palm

*Market Opportunities: -*

The per capita consumption of heart of palm is very low: around 13 g / year / person. Main consumption areas are New York / New Jersey, California, Florida and Texas.

We can distinguish two main segments:

- Hispanic/Latin population in the areas mentioned above
- Food service, gourmet and specialty, across the country

Heart of palm is not a common product consumed frequently, except by Hispanic people who are familiar with it. Furthermore, the retail price (US\$1.30 to US\$3.40 /14 oz) is expensive.

The main market development was done a few years ago (late 1990's). At the present time, the market is mature, with the presence of numerous actors in the market.

Imports were around 4,700 tons in 2002, coming mainly from:

- Costa Rica (1,600 tons)
- Brazil (1,400 tons)
- Ecuador (800 tons)
- Venezuela (nearly 700 tons)

Other Latin American countries have been entering the market over the last several years, increasing competition. The market seems to be saturated now.

### ❑ Hot sauces

*Market Opportunities: +*

The hot sauce market is very segmented. Due to the high Hispanic and Caribbean communities in Miami, hot sauces are very popular. Some opportunity exist through major importers like OCHO RIOS or KINGSTON-MIAMI TRADING (see contacts). Both companies are specialized in importing Caribbean dry food products and are well known in the market for "ethnic" food. The owners are both Jamaican, of Chinese origin and began their business importing Jamaican products.

One possibility could be to have a partnership in order to produce under private labelling.

### ❑ Other products

The market for other products must be studied in more detail. Cassareep, jam, dry sorrel could perhaps find niche market if prices and packaging are adapted.

# **TRANSPORTATION**

## Transportation

Transportation between Guyana and North America remains one of the most important issues.

The overall trade between Florida and Latin American countries is already well established and lends itself to scale economies in term of freight.

Because of their location some countries have competitive advantages in terms of logistics, compared to Guyana: Honduras and Costa Rica are only at 3 to 4 days from Miami by ship; Mexico can export fresh produce to Miami by truck; air transportation is much more developed from Haiti, Dominican Republic and Jamaica.

### Some indicative prices:

By air: AMERIJET quotation / Miami-Georgetown

Minimum amount: US\$55; planes every Tuesday and Friday  
US\$1.39 /lb from 1 lb to 99 lb  
US\$1.16 /lb from 100 lb to 1099 lb.  
US\$1.10 /lb > 1100 lb

By sea: TROPICAL SHIPPING estimates

40 foot reefer from Palm Beach to Georgetown: US\$3 600-3 700  
40 foot reefer from Georgetown to Palm Beach: US\$4 000 USD  
40 foot container dry box type for building supplies from Georgetown to Palm Beach: US\$1 300 USD

### Indicative prices:

By air:

- Trinidad, Jamaica: 20 cents / lb for fresh produce (hot pepper for example)
- Haiti, Dominican Republic: 15-20 cents / lb

Figures above are for 2 to 10 000 lb (less for volumes > 10 000 lb)

By sea:

- 40 foot reefer from Costa Rica or Honduras: US\$2 350. In the case of roots export (dasheens or cassava: 45,000 lb per reefer), the freight cost is around 5 cents / lb as against 9 cents / lb from Georgetown, so nearly the half.
- Another quotation for a 40 foot reefer from Costa Rica, full of cassava: around US\$2600
- 40 foot reefer from Honduras with shrimp: between US\$2 500 and 3 000.
- 40 foot reefer from Jamaica: US\$1 650. In the case of pumpkin export (45,000 lb per reefer), the freight cost is around 3.6 cents / lb as against 9 cents / lb from Georgetown.
- 40 foot reefer from Central America for shrimp (US\$900 to \$1000 50 lb boxes) or cassava (1000 40 lb boxes): US\$2500
- 40 foot high cube container for lumber from Belem: US\$2200.
- 40 foot container (with 20 m<sup>3</sup> lumber) for lumber from Belem: US\$2175.
- Break bulk FOB Belem: US\$70 /m<sup>3</sup> lumber

By road:

- a 20-22 tons truck from the US border in Texas to Florida (bringing lime from Mexico) costs US\$1790 to 2000 which represents about 4.5 cents / lb

### **Main Companies Shipping between Georgetown<sup>1</sup> and Miami**

#### **SEA FREIGHT**

Milam Cargo Inc.  
Seafreight line / Strachan Shipping  
Tropical Shipping  
Laparkan Trading  
Antilles Freight Corp.  
Seaboard Marine  
Antilles Wholesale  
Bernuth Lines  
Econocaribe Consolidators  
Maerskt Sealand

#### **AIR FREIGHT**

Amerijet International  
BWIA Cargo  
Laparkan Airways  
Milam Cargo

Other companies which have lines to other US ports and Latin American countries:

- PO Nedlloyd: <http://www.ponl.com>. They cover, among others, Georgetown to Savanna.
- Zim Lines: Zim Inter Americas Service - operates 6 vessels carrying cargo between ports of South and North America East Coast. It is an additional connection between two trade areas already being covered by the company's worldwide services, and links to Zim's network through its transshipment center in Kingston-Jamaica, allowing cargoes from other trading areas to reach South American destinations. <http://www.zim.co.il>.
- ATL (Associated Transport lines): <http://www.atlexpress.com>. They propose, among others, a line between Georgetown and Houston.
- CCL (Carolina Caribbean Lines) with lines to Savannah.

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<sup>1</sup> For address, see next chapter "operators & contacts".

## **OPERATORS AND CONTACTS**



## General

### **THE BEACON COUNCIL**

80 S.W. 8<sup>th</sup> Street, Suite 2400

MIAMI, FL 33130

Tel.: + 1 305 579 1367

Fax: + 1 305 375 0271

Contact: Mario J. SACASA, Senior Vice President International Economic Development Programs

E-mail: [msacasa@beaconcouncil.com](mailto:msacasa@beaconcouncil.com)

[www.beaconcouncil.com](http://www.beaconcouncil.com)

*As Miami-Dade County's official economic development partnership, The Beacon Council is charged with bringing new, job-generating investments to the community, while assisting existing businesses in their efforts to expand.*

### **CAMACOL – LATIN CHAMBER OF COMMERCE OF USA**

1417 West Flagler Street

795 NW 72<sup>nd</sup> St.

MIAMI, FL 33135

Tel.: + 1 305 642 3870

Fax: + 1 305 642 0653

Contact: Patricia J.R. ARIAS

E-mail: [patricia@camacol.org](mailto:patricia@camacol.org)

[www.camacol.org](http://www.camacol.org)

*Beside its regular activity as Chamber of Commerce, organizer of the hemispheric congress of Latin Chambers of Commerce and Industry, from April 14<sup>th</sup> to 17<sup>th</sup> 2004, in Miami (see web site), with import/export seminars, international business matchmaker and other services & activities.*

### **CONSULATE OF GUYANA**

Honorary Counsel Ramzan ROSHANALI

795 NW 72<sup>nd</sup> St.

MIAMI, FL 33150

Tel.: + 1 305 693 9393 ; + 1 786 235 0431

Mobile: + 1 305 389 0537

Fax: + 1 305 693 9313

E-mail: [guyanaconsulate@aol.com](mailto:guyanaconsulate@aol.com)

### **ENTERPRISE FLORIDA**

2801 Ponce de Leon Blvd., Suite 700

Coral Gables

MIAMI, FL 33134

Tel.: + 1 305 569 2650

Fax: + 1 305 569 2686

Contact: Luis CUERVO

<http://www.eflorida.com>

*ENTERPRISE FLORIDA, INC. (EFI) is the public-private partnership responsible for leading Florida's statewide economic development efforts. EFI was formed in July 1996, when Florida became the first state in the nation to replace its Commerce Department with a public-private organization that's responsible for economic development, international trade and statewide business marketing. EFI offers different types of services to investors and companies (see web site).*

**FLORIDA FOREIGN TRADE ASSOCIATION**

Miami Free Zone  
2305 NW 107<sup>th</sup> Ave.  
Suite CU & FZ10A, Box 28  
MIAMI, FL 33172  
Tel.: + 1 305 471 0737  
Fax: + 1 305 471 7636

<http://www.ffa.com/NewSite/Home.asp>

*The Florida Foreign Trade Association is a non-profit Trade Organization that represents the most diverse group of individuals and companies in the foreign trade market. F.F.T.A. provides a forum where information and concepts are freely exchanged, as well as the opportunity to directly participate in foreign trade missions, monthly luncheons, where community leaders and professionals address the members and their guests on topics related to their fields.*

*The organization also holds workshops and seminars designated to train beginners or executives in Export/Import and other related topics.*

*Florida Foreign Trade Association established a Program called TRADE-USA that promotes American products and/or services as well as increases the international trade between USA and other countries through inbound trade missions.*

*The TRADE-USA Program engages in a series of matchmaking appointments with local businesses that will sell their products and services to the participants. Also, this Incoming Trade Mission has the participation of Exporters, who would like to open and expand new markets in the State of Florida and the U.S.A under the FFTA International Trade Mission Program*

**THE FOOD INSTITUTE**

One Broadway  
ELMWOOD PARK, NJ 07407  
Tel.: + 1 201 791 5570  
Fax: + 1 201 791 5222

[www.foodinstitute.com](http://www.foodinstitute.com)

*News and information centre for and about the food industry.*

**FOOD MARKETING INSTITUTE**

655 15<sup>th</sup> St. NW  
WASHINGTON, DC 20005  
Tel.: + 1 202 452 8444  
Fax: + 1 202 429 4519

<http://www.fmi.org>

*Web portal about the food industry.*

**GREATER MIAMI CHAMBER OF COMMERCE**

1601 Biscayne Blvd.  
MIAMI, FL 33132  
Tel.: + 1 305 577 5464  
Fax: + 1 305 374 7156

Contact: Marina S. FOGLIA, Manager International Services

<http://www.greatermiami.com/gmcc/home.asp>

## **ITC (THE JAY MALINA INTERNATIONAL TRADE CONSORTIUM OF MIAMI-DADE COUNTY)**

Stephen P. Clark Center  
111 N.W. 1<sup>st</sup> Street, Suite 2560  
MIAMI, FL 33128-1963  
Fax: + 1 305 679 7895

### **Contacts:**

- Cornelius HERELLE, Trade Development Specialist ; [herelle@miamidade.gov](mailto:herelle@miamidade.gov) ; Tel.: + 1 305 375 5420
- Desmond ALUFOHAI, Trade Developer ; [aluhofa@miamidade.gov](mailto:aluhofa@miamidade.gov) ; Tel.: + 1 305 375 3526

[www.miamidade.gov](http://www.miamidade.gov)

*County government agency charged with the development of two-way international merchandise trade through the port Miami and Miami International Airport. The ITC was designed to function as an umbrella organization, acting as a one-stop clearinghouse for trade development efforts within the county. ITC organizes trade missions (in-coming and outgoing). They have a budget to help certain third world countries, through 6 missions per year (for a budget of 10 000 USD ; for 2004 it's always possible to present a proposition for a mission of Guyanese exporters). They can help groups of companies to meet some US operators ; contact Cornelius HERELLE.*

## **WORLD TRADE CENTER MIAMI**

777 NW 72<sup>nd</sup> Ave.  
Suite 3BB65  
MIAMI, FL 33126  
Tel.: + 1 305 871 7910  
Fax: + 1 305 871 7904

[info@worldtrade.org](mailto:info@worldtrade.org)

<http://www.worldtrade.org>

*The WORLD TRADE CENTER MIAMI is a member of the World Trade Centers Association which is the global trade organization promoting two-way trade. The WORLD TRADE CENTER MIAMI, Florida's oldest international organization, fosters and enhances international business opportunities for its member companies by providing the following services:*

- *trade introductions overseas;*
- *provision of over 10,000 trade leads annually;*
- *assistance in analyzing data to determine the best export markets for members' products and services;*
- *assistance in analyzing competition;*
- *provision of market research reports;*
- *corporate profile information on foreign customers;*
- *identification of banking institutions serving and specializing in the foreign markets of interest to World Trade Center Miami members;*
- *calendar of local, national and international events and trade shows;*
- *trade education and training services;*
- *business networking through over 60 programs per year; and*
- *trade appointments with overseas buyers visiting Miami who are interested in meeting with Miami companies to either buy or sell products or locating a joint venture partner.*

## **CARDI (CARIBBEAN AGRICULTURAL RESEARCH AND DEVELOPMENT INSTITUTE)**

University Campus, St. Augustine  
TRINIDAD, West Indies  
Tel.: + 868 645 1205  
Fax: + 868 645 1208

[www.cardi.org](http://www.cardi.org)

*CARDI is the foremost agricultural research and development organization in the Caribbean. Established since 1975, CARDI has been making a significant impact on agriculture through technical assistance, technology development and technology transfer in the areas of plant pathology, virology, nematology, agronomy, soil and animal sciences. CARDI also has collaborative arrangements with over 50 regional and international research and development organizations. This organization has done interesting research on hot pepper. It could perhaps be interesting to contact them in order to benefit from their results, even in terms of markets and trade opportunities. CARDI has a representative in Guyana: Azim Hosein (Agronomist)*

*Projects in Guyana:*

- *Co-ordination of CRIDNET (Caribbean Rice Development Network)*
- *Pink mealy bug program - installation of washing and packing facility*
- *Tropical fruit juice processing; market research in fruit research.*
- *Training in pork production.*

### **CARDI Guyana**

*Carnegie Building*

*University of Guyana Campus*

*Turkeyen, GEORGETOWN*

*Phone: (592) 222-4430*

*Fax: (592) 222-4433*

*Email: [cardigeo@guyana.net.gy](mailto:cardigeo@guyana.net.gy)*

## **Internet Resources**

### **Trade Database**

<http://dataweb.usitc.gov/>

### **Useful Business Statistics for USA**

<http://bizstats.com>

### **Us Census bureau**

<http://www.census.gov/>

### **Importing into USA**

<http://www.fsis.usda.gov/OPPDE/IPS/Importing.htm>

### **Food and Agricultural Import Regulations and Standards Report**

<http://www.fas.usda.gov/itp/ofsts/us.html>

### **Agricultural Groups and Associations**

<http://www.florida-agriculture.com/AgGroups/flfarmbf.htm>

### **Agribusiness, Food Industry and Forest Industry Associations on the Internet**

<http://www.nal.usda.gov/atmic/pubs/agriassn.htm>

Extract of the web site for Florida

1. Dairy Council of Florida  
<http://www.dairyCouncil.org/>
2. Gulf Citrus Growers Association, Inc.  
<http://members.aol.com/gulfcitrus/index.html>
3. Florida Citrus Mutual  
<http://www.fl-citrus-mutual.com/>

4. Florida Farm Bureau  
<http://www.fb.com/flfb/>
5. Florida Fruit and Vegetable Association  
<http://www.ffva.com/>
6. Florida Nurserymen and Growers Association  
<http://www.fnga.org/>
7. Florida State Horticultural Society  
<http://valencia.lal.ufl.edu/jkbu/fshs/index.html>
8. Florida Wood Council  
<http://www.woodsource.com/fwc/>
9. Indian River Citrus League  
<http://indian-river.fl.us/citrus/index.html>
10. Palm Beach Wholesale Growers Association (Floriculture)  
<http://www.pbwga.com/>

## Fresh Produce

### **ASSOCIATED GROCERS OF FLORIDA INC.**

7000 NW 32<sup>nd</sup> Avenue

MIAMI, FL 33147

Tel.: + 1 305 696 0080

[Miami perishable warehouse](#)

3555 NW 77 Avenue

MIAMI, FL 33122

Tel.: + 1 305 392 2710

Fax: + 1 305 340 4888

Contact: Tom CASSERLY, Vice-President of Perishables

[tcasserly@agfla.com](mailto:tcasserly@agfla.com)

*Full line supplier to independent retailers and exporter mainly to the Caribbean. The owner of ASSOCIATED GROCERS owns SEDANO'S too (first Hispanic/Latin supermarket chain in Florida). Of course, ASSOCIATED GROCERS supplies SEDANO'S.*

### **BOUNTY FRESH LLC**

8550 NW 17 St., Suite 100

MIAMI, FL 33126

Tel.: + 1 305 592 6969

Fax: + 1 305 436 8969

Contact: John CAMPBELL BARMER

[johnb@bountyfresh.com](mailto:johnb@bountyfresh.com)

<http://www.bountyfresh.com>

*BOUNTY FRESH LLC is a Miami-based importer and distributor of fresh fruits and vegetables sourced from diverse locations in Latin America and Europe. As a company, they specialize in the marketing and sales of "value-added" products, particularly within the rapidly expanding "ripe-and-ready-to-eat" retail market segment.*

*Since the acquisition of CHESTNUT HILL FARMS several years ago, BOUNTY FRESH has greatly expanded and deepened the product line, with an emphasis on volume development in those categories to which the company can add value. The primary product lines are:*

- *Melons, with an emphasis on Cantaloupes and Honeydews*
- *Asparagus, with an emphasis on Peruvian Green and White varieties.*
- *Mangos, with an emphasis on Latin America.*
- *Pineapples, with an emphasis on Costa Rica.*

### **C BRAND TROPICALS**

PO Box 700248

GOULDS, FL 33170-0248

Tel.: + 1 305 258 1444

Fax: + 1 305 258 0201

Contact: Mike VANDERBEEK, Vice President of Sales

[mikev@tropiquality.com](mailto:mikev@tropiquality.com)

<http://www.tropiquality.com>

*Importer, wholesaler and distributor of fresh produce mainly lime from Mexico, pepper from Trinidad, Belize, Mexico, Jamaica, locally, star fruit from Florida, avocado.*

### **CENTRAL-AMERICAN PRODUCE INC.**

1500 West Atlantic Boulevard, Suite 206

POMPANO BEACH, FL 33069-2825

Tel.: + 1 954 943 2303

Fax: + 1 954 943 2067

Contact: Tom DRAKE, Vice President, Product Sales Manager  
[tom@centralamericanproduce.com](mailto:tom@centralamericanproduce.com)

[www.centralamericanproduce.com](http://www.centralamericanproduce.com)

*Importer and distributor of fresh produce, specialized in Latin American fruits (Costa Rica, Ecuador, Peru, Guatemala, Panama, Brazil, Honduras), mainly: pineapple, melon, watermelon, asparagus, leeks, mangos.*

#### **CARIBBEAN FRUIT CONNECTION**

8900 N.W. 35<sup>th</sup> Lane, #100-B

MIAMI, FL 33172

Tel.: + 1 305 592 3400

Fax: + 1 305 592 4422

Contacts:

- Larry LEIGHTON, President ([larry@rootsandfruits.com](mailto:larry@rootsandfruits.com) )

- Roberto E.ALVAREZ, Senior Account Executive (cell.: + 1 786 282 6623 ;

[roberto@rootsandfruits.com](mailto:roberto@rootsandfruits.com) )

*Importer and distributor of fresh produce, specialized in Caribbean fruits and roots and oriented towards fair trade. Key operator in this market.*

#### **COAST TROPICAL**

13855 SW 252<sup>nd</sup> St.

HOMESTEAD, FL 33032

Tel.: + 1 305 258 5868

Fax: + 1 305 258 5804

[www.coasttropical.com](http://www.coasttropical.com)

*Part of COAST CITRUS DISTRIBUTORS, major wholesaler of fruits and vegetables in the United States and Mexico, created in 1950. COAST CITRUS DISTRIBUTORS developed strong ties in Mexico which facilitated the formation of COAST TROPICAL, OLYMPIC FRUIT AND VEGETABLE, SAN FRANCISCO BANANA, PACIFIC BANANA AND IMPORTADORA Y EXPORTADORA.*

#### **COOSEMANS WORLDWIDE**

111 NW 21st Terrace

MIAMI, FL 33127

Tel.: + 1 305 545 0824

Fax: + 1 305 545 9261

Contact: Ronald ZAMORA

[rzamora@coosemansmiami.com](mailto:rzamora@coosemansmiami.com)

[www.coosemans.com](http://www.coosemans.com)

*COOSEMANS is a leader in the fruits and vegetables sector; imports and distributes specialty produce in the USA. They have branches in 27 cities in the USA, including Miami, Washington, D.C., Philadelphia, New York Boston and Los Angeles.*

#### **CRYSTAL VALLEY FOODS**

6901 NW 41 St.

MIAMI, FL 33166

Tel.: + 1 305 591 6567

Fax: + 1 305 592 9803

Contact: Tim RYAN

[ryan@crystalvalleyfoods.com](mailto:ryan@crystalvalleyfoods.com)

[www.crystalvalleyfoods.com](http://www.crystalvalleyfoods.com)

*Importers and distributors of fresh fruits and vegetables who import mainly from Latin America (Brazil, Peru, Guatemala).*

**DAVE'S SPECIALTY IMPORTS INC.**

1124 NW 45th St.  
Coral Springs, FL 33065  
Tel.: + 1 954 753 8536  
Fax: + 1 954 346 7536  
Contact: Dave BOWE  
[dsidaves@aol.com](mailto:dsidaves@aol.com)  
*Importer of fresh produce.*

**FLORIDA FRESH**

300 N. Krome Ave.  
HOMESTEAD, FL 33030  
Tel.: + 1 305 245 4489  
Fax: + 1 305 246 4864  
[www.floridafreshinternational.com](http://www.floridafreshinternational.com)  
*Opened in 2001, FLORIDA FRESH INTERNATIONAL, INC. is the import-export division of FLORIDA FRESH, INC., a grower/packer of Florida avocados.*

**FREEDOM FRESH INC.**

8901 NW 33<sup>rd</sup> St., Suite 100  
MIAMI, FL 33172  
Tel.: + 1 305 715 5700  
Fax: + 1 305 599 2080  
<http://www.freedomfresh.com/>  
*FREEDOM FRESH carries a full line of conventional and organic fruits, vegetables and herbs. They have over 700 varieties of produce, including specialty and exotic items.*

**FRESH KING**

30205 SW 217th Ave.  
HOMESTEAD, FL 33030  
Tel.: + 1 305 248 7700  
Fax: + 1 305 248 7003  
<http://www.freshking.com/>  
*Offers top quality tropicals and other exotics. Grows and markets Florida avocados, miniature vegetables, limes, lychee nuts, mangos, yellow tomatoes, carambola, sugar snap peas, snow peas and French green beans.*

**FRU-VEG MARKETING INC.**

2300 NW 102 Ave.  
MIAMI, FL 33172  
Tel.: + 1 305 591 7766  
Fax: + 1 305 591 7665  
Contact: Conchita ESPINOSA  
[1conchi@fruveg.com](mailto:1conchi@fruveg.com)  
<http://www.fruveg.com>  
*Importer and wholesaler of fresh produce from Europe, Latin America and North America.*

**J&C ENTERPRISES, INC.**

17425 SW 172 St.  
MIAMI, FL 33187



Tel.: + 1 305 255 5100

Fax: + 1 305 255 5282

<http://www.jandcenterprises.com/>

*Importers, growers and distributors of tropical fruits, roots, and vegetables. J&C harvests and imports more than 50 tropical fruits, roots and vegetables of superior quality including: avocado, boniato (their specialty), calabaza, carambola, chayote, coconut, ginger, guava, mango, malanga, mamey, zapote, yuca, yampi, yautia, etc. One of Florida's leader for imported roots.*

#### **INTERNATIONAL SPECIALTY PRODUCE INC.**

7326 NW 79<sup>th</sup> Terrace

MEDLEY, FL 33166-2212

Tel.: + 1 305 805 8701

Fax: + 1 305 805 8810

[www.ispmiami.com](http://www.ispmiami.com)

[isp@ispmiami.com](mailto:isp@ispmiami.com)

*Importer of fruits & vegetables: Indian produce, Chinese produce, fruits, tropical produce (eddo, ginger, cassava...)*

#### **LIMECO LLC**

25251 SW 139<sup>th</sup> Ave.

HOMESTEAD, FL 33032

Tel.: + 1 305 258 1611

Fax: + 1 305 258 0710

#### **THE LIONHEART GROUP**

Powerline Road

POMPANO BEACH, FL 33069

Tel.: + 1 954 984 8665

Fax: + 1 954 984 8286

Contacts:

- Mauro SUAZO, V.P. of Procurement & New Business Development ; Cell.: + 1 954 818 1367 ; [mauro@lionpro.com](mailto:mauro@lionpro.com)

- Arnold COHEN, Seafood Division, Team Leader ; Cell.: + 1 954 520 0527 ;

[arnold@lionpro.com](mailto:arnold@lionpro.com)

<http://www.lionpro.com>

*Importer and distributor of fresh produce, and more recently fish and seafood from Chile (mussels, smoked salmon, smoked trout).*

#### **M&M FARMS INC.**

14945 SW 197<sup>th</sup> Ave.

MIAMI, FL 33196

Tel.: + 1 305 233 8224

Fax: + 1 305 233 0813

Contact: Manny HEVIA, Jr.

*Handles roots (Cassava, malanga, pumpkin, etc.)*

#### **ROSEMONT FARMS**

2700 N. Military Trail, Suite 410

BOCA RATON, FL 33431

Tel.: + 1 561 999 0200

Fax: + 1 561 999 9373

Cell.: + 1 954 494 2355

Contact: Peter A. WARREN, Director of International Operations  
[pwarren@rosemontfarms.com](mailto:pwarren@rosemontfarms.com)

[www.rosemontfarms.com](http://www.rosemontfarms.com)

*Importation and distribution of fresh produce. This young company (5 years in existence) carries a range of roots and vegetables under the Dom Miguel brand (boniato, name, yucca, malanga, ginger, chayote).*

### **SOUTHERN SPECIALTIES**

1430 SW 6<sup>th</sup> Court

POMPANO BEACH, FL 33069

Tel.: + 1 954 784 6500

Fax: + 1 954 946 8756

Contact: Rod BERNARD, grower liaison

[rbernard@southspec.com](mailto:rbernard@southspec.com)

[www.southernspecialties.com](http://www.southernspecialties.com)

*Grower, importer, shipper, processor and re-packer of specialty fruits & vegetables: tropical fruit (among others: key lime from Mexico and Guatemala), berries, baby vegetables, specialty tomatoes, specialty peppers, peas & beans, asparagus, specialty lettuce. Hot pepper range: Habanero, Hungarian wax, Long Hot, Red Cherry Hot, Fresno, Yellow Caribe, Jalapeno, Finger Hot, Poblano, Cubanelle, Anaheims, Serrano (origin: USA + Jamaica for the Habanero)*

### **TROPICAL COMMODITIES**

9230 NW 12<sup>th</sup> St.

MIAMI, FL 33172

Tel.: + 1 305 471 8120

Fax: + 1 305 471 9825

Contact: Doug BERNARD

*Importation and distribution of fresh produce, among others, hot peppers.*

### **Miscellaneous**

#### **PRODUCE MARKETING ASSOCIATION**

Fresh Summit 2004 – PMA International Convention

Anaheim Convention Center

ANAHEIM, CA

Oct. 15, 2004 – Oct. 19, 2004

[www.pma.com](http://www.pma.com)

#### **UNITED FRESH FRUIT & VEGETABLE ASSOCIATION**

1901 Pennsylvania Ave. NW, Suite 1100

WASHINGTON, DC 20006

Tel.: + 1 202 303 3400

Fax: + 1 202 303 3433

[www.uffva.org](http://www.uffva.org)

## Fish and Shrimp

### **AMERICAN SEAFOOD COMPANY**

P.O. Box 191

Pensacola, FL 32591

Phone: + 1 850 432 4133

Fax: + 1 850 435 9310

Contact: Gerard PATTI, President

*Import/processing. Customers: wholesalers, food service, retailers. Products/species: bait shrimp (frozen), blue crab, crab (shell), frog, mullet, oyster, scallop, sheepshead, shrimp (misc.), triggerfish.*

### **ATLANTIC FISH CORPORATION**

P.O. Box 187

BOCA RATON, FL 33429

Phone: + 1 561 395 7900

Fax: + 1 561 395 5500

Contact: Tom SUMMER, Owner

*Import/export. Customers: wholesalers, retailers, broker. Products/species: grouper, king mackerel, mahi-mahi, snapper, swordfish, tilapia, wahoo, yellowfin tuna.*

### **BAMA SEA PRODUCTS, INC. (ST.PETE)**

756 28th Street South

ST. PETERSBURG, FL 33712

Phone: + 1 800 833 3474

Fax: + 1 727 322 0580

Contact: Mike PARKS, Vice President of Sales

[mparks@bamasea.com](mailto:mparks@bamasea.com)

[www.bamasea.com](http://www.bamasea.com)

*Process and import company which sells to wholesalers, food service, retailers, broker, internet sales. In addition to their own docks, they direct import from several Latin American countries the following species: farm raised salmon, farm raised tilapia, Mahi-Mahi, grouper, whiting, squid and many more Products/species range: shrimp, snow crab, salmon, stone crab, grouper, tilapia, mahi-mahi, clams (hard), conch, king mackerel.*

### **BRONSON INTERNATIONAL, INC.**

P.O. Box 8925

CORAL SPRINGS, FL 33075-8925

Phone: + 1 954 575 2424

Fax: + 1 954 575 9103

Email: [bronsonfish@aol.com](mailto:bronsonfish@aol.com)

Contact: Bob BRONSON, President

*Importer/exporter who sells to wholesalers and brokers. Products/species: fish (misc.), flounder, grouper, mahi-mahi, sharks, snapper, swordfish, tilapia, tripletails, yellowfin tuna*

### **CANAAN TRADING COMPANY**

8740 N.W. 100th Street

MEDLEY, FL 33178

Phone: + 1 305 888 4999

Fax: + 1 305 888 2255

Email: [canaantrading@cs.com](mailto:canaantrading@cs.com)

Contact: Alvin Cheung, President

*Import/export. Customers: wholesalers, food service, retailers. Products/species: amberjack, blue crab (soft shell), fish (misc.), mussels, octopus, salmon, sea urchin, tilapia, hamachi, shrimp (misc.), eel.*

**DEEP REEF TRADING CORP.**

P.O. Box 19507

TAMPA, FL 33686-9507

Phone: + 1 813 835 0331

Fax: + 1 813 831 3626

Email: [drtampa@aol.com](mailto:drtampa@aol.com)

Contact: Minnie CUESTA, Manager

*Import/export. Customers: wholesalers. Products/species: shrimp (misc.), spiny lobster*

**EMPIRE SEAFOOD**

7850 NW South River Drive

MIAMI, FL 33166

Phone: + 1 305 887 8535

Contacts: Tim MILNER, sales manager ; Mike SEXTAN

[www.empireseafood.com](http://www.empireseafood.com)

[tim@empireseafood.com](mailto:tim@empireseafood.com)

*Processor, wholesaler, importer. HACCP plant. One of the largest seafood company in Florida.*

**GLOBAL FOOD**

2601 E Oakland Park Bd

FORT LAUDERDALE, FL 33306

Tel.: + 1 954 467 1700

*Imports among others tilapia fillet from China.*

**HOOK & LINE SEAFOOD**

Bob Mostler, Owner

1108 S. Dixie Highway

Lake Worth, FL 33460

Phone: + 1 561 585 8865

*Importer who sells to wholesalers, food service, retailers. Products/species: blue crab, bluefish, blue runner, fish (misc.), grunt, king mackerel, mullet, sand perch, snapper, tilapia.*

**INLAND SEAFOOD**

1222 Menlo Drive NW

ATLANTA, GA 30318

Phone: + 1 404 350 5850

Fax: + 1 404 350 5855

Contact: Bill DEMMOND

E-mail: [bill.demmond@inlandseafood.com](mailto:bill.demmond@inlandseafood.com)

web site: [www.inlandseafood.com](http://www.inlandseafood.com)

*Processor, wholesaler, importer. Distribution areas: Southeastern U.S.*

**LOMBARDI'S SEAFOOD INC.**

7491 Brokerage Drive

ORLANDO, FL 32809

Phone: + 1 407 859 1015

*Importer.*

**MC FRESH INC.**

2740 West 81<sup>st</sup> Street

HIALEAH, FL 33016

Contact: Samuel GROSSMAN, Vice-President, Procurement & sales

[sam@mcfresh.com](mailto:sam@mcfresh.com)

Tel.: + 1 305 822 2442

Fax: + 1 305 822 1448

Cell.: + 1 305 815 4106

*Important importer of fish and seafood from all over the world; specializes in fresh tuna and sword fish. Subsidiary of Mitsubishi Corporation. Samuel imports approximately 500 tons/month of fresh fish and 100 tons/month frozen. Interested in grey snapper and other varieties, sea trout, King Fish, Spanish mackerel and Tilapia.*

**NETUNO USA**

10305 NW 41<sup>st</sup> St.

MIAMI, FL 33178

Contact: Guilherme COLAFERRI

[guilherme@netunousa.com](mailto:guilherme@netunousa.com)

Tel.: + 1 305 513 0904

Fax: + 1 305 513 3904

*Distributor to retailers (small supermarkets) all over the US. Headquartered in Miami, with offices in Barcelona, Spain, and 14 processing plants in Brazil. They import seafood products from all over Latin America (Brazil, Colombia, Ecuador, Venezuela), but currently they concentrate in Brazil. Import all snapper family products, as well as some grouper and Caribbean fish. Never imported from Guyana.*

**OMAR SEAFOOD CORP.**

2111 NW 10<sup>th</sup> Ave.

MIAMI, FL 33127

Tel.: + 1 305 545 5741

Fax: + 1 305 326 1577

Contact: Lucio, buyer

*Wholesale and retail shop for seafood, aimed more to Latin/Hispanic consumers. 90% of the clients are Haitian, Latin, Caribbean origin, 5% Anglo and 5% other.*

*They currently import product from:*

*- Brazil: Yellow Tail, Snapper, Pargo, Remole*

*- Mexico: Yellow Tail, Snapper*

*- Panama: Red Snapper, Grouper*

*Shrimp and other seafood products are supplied by local distributors. They have almost 30 years in the business and have regular suppliers with whom they have done business all those years.*

*They have two purchasing models, one is to buy directly from supplier in each country and the other one is through local distributors.*

*They do not sell catfish because Haitians are not familiar with that type of fish, so it wouldn't sell in their store. The same with shrimp, Haitians do not like shrimp, so they only offer small quantities at their store. They prefer blue crab.*

*They have never tried products from Guyana, but they would be interested in trying, if price and quality are attractive.*

**SUPER VALUE TRADING**

10530 NW 26<sup>th</sup> St.

MIAMI, FL 33172

Tel.: + 1 305 513 8511

Fax: + 1 305 513 8510

*Importers of shrimp from Central and South America.*

**SEAFOOD EXCHANGE OF FLORIDA**

Contact: Philip Corey – Owner

2298 S. Dixie Hwy

MIAMI, FL 33133

Tel.: + 1 305 860 6747

Fax: + 1 305 860 6252

<http://www.seafoodexchange.net>

*Import shrimp and prawns, including shell and frozen. The SEAFOOD EXCHANGE has been a major seafood processor and importer, primarily of shrimp from Latin America and Southeast Asia, since 1979.*

**STOKES FISH COMPANY**

P.O. Box 490298

LEESBURG, FL 34749-0298

Phone: + 1 352-787-4335

Fax: + 1 352-787-4334

Contact: Jeanne WYKERT, Office Manager

*Importer who sells to: wholesalers, food service, retailers. Products/species: amberjack, bream, catfish, grouper, mahi-mahi, mullet, salmon, sharks, snapper, tilapia.*

**SURAM TRADING**

2655 South LeJeune Rd., Suite 1006

Coral Gables, FL 33134

Tel.: + 1 305 448 7165

Fax: + 1 305 445 7185

[www.suram.com](http://www.suram.com)

*Used to import seafood from Latin America. Currently importing from Far East only. One of the leader in the shrimp business.*

**TAMPA BAY FISHERIES, INC.**

3060 Gallagher Rd.

DOVER, FL 33527

Tel.: + 1 813 752 8883

Fax: + 1 813 752 3270

[info@tbfish.com](mailto:info@tbfish.com)

<http://www.tbfish.com/>

*Importer and distributor of seafood specialized in further processed shrimp (breaded, cooked etc).*

**TAMPA MAID FOODS, INC.**

PO Box 3709

LAKELAND, FL 33802

Tel.: + 1 863 687 44 11

Fax: + 1 863 683 8713

*Importer and distributor of seafood specialized in further processed shrimp (breaded, cooked...) and value-added oysters, scallops, calamari and stuffed specialty seafood.*

**TROPICS SEAFOOD AND PRODUCE**

7850 NW 72<sup>nd</sup> Ave.

Medley, FL 33166

Tel.: + 1 305 884 4440

Fax: + 1 305 884 4451

<http://www.tropicsseafood.com>

*Tropics Seafood & Produce is a Miami based company with over 20 years experience in the seafood and produce industry. They own a farm in Costa Rica where they harvest*

*tilapia for export to the United States. They import seafood from several countries such as Venezuela, Dominican Republic, Brazil, Mexico, Nicaragua, Bahamas, and a few others. Their stone crabs, lobster, and some of the variety of fish they sell come exclusively from the Florida Keys. For wholesale prices and information on any of their products call + 1 305-591-0821.*

### **Miscellaneous and Internet Resources**

#### **URNER BARRY**

P.O.Box 389

Toms River, NJ 08754

Tel.: + 1 732 240 5330

*URNER BARRY PUBLICATIONS, INC. is a business publisher specializing in the timely, accurate, and unbiased reporting of market news to clients in the poultry, egg, meat, seafood, and related segments of the food industry, through a variety of print and non-print media.*

<http://www.urnerbarry.com>

#### **Seafood Industry Contacts & Information by Country**

<http://www.sea-ex.com/countryinfo/usa2.htm>

#### **Seafood sector: Industry Associations, Councils, Institutes**

<http://seafood.ucdavis.edu/organize/org-ass.htm>

#### **National Fisheries Institute**

<http://www.nfi.org>

*The National Fisheries Institute is a trade association for the fish and seafood industry, and represents a wide spectrum of firms, from small family-owned businesses to large multinational corporations.*

*The regular members are U.S. firms that operate fishing vessels and aquaculture facilities; which buy and sell, process, pack, import, export and distribute fish and seafood; and which operate retail stores and restaurants. Interesting buyer's guide provides detailed information about the member companies.*

<http://www.fl-seafood.com/source/>

*A buyer's guide to Florida's seafood, aquaculture, marine life and value-added wholesalers.*

## Processed Food Products

### **BADIA SPICES INC.**

PO box 226497  
MIAMI, FL 33172  
Tel.: + 1 305 609 8000  
Fax: + 1 305 662 4977  
[www.badia-spices.com](http://www.badia-spices.com)  
[info@badia-spices.com](mailto:info@badia-spices.com)

*Importer and distributor of spices, olive oil, canned heart of palm from Costa Rica and hot sauce under the brand Badia.*

### **BELAVO SALES CO**

MIAMI, FL 33172  
Tel.: + 1 305 463 9933  
Fax: + 1 305 662 4977 / 305 574 7706  
[www.belavo.com](http://www.belavo.com)  
[info@belavo.com](mailto:info@belavo.com)

*Importer and distributor of canned cassava in syrup and canned malanga under the brand Sanso.*

### **BRUCE FOODS CORPORATION**

PO Drawer 1030  
NEW IBERIA, LA 70562  
Tel.: + 1 800 299 9082  
Fax: + 1 337 364 3742  
E-mail: [info@brucefoods.com](mailto:info@brucefoods.com)  
[www.brucefoods.com](http://www.brucefoods.com)

*Founded in 1928 in New Iberia, Louisiana, BRUCE FOODS had been manufacturing true Cajun and Tex Mex food products more than half a century before these spicy cuisines were introduced to the rest of the world. Their Mexican food plant in El Paso, Texas was founded in 1931 and pioneered the first canned Mexican foods. At present, manufacturing of a variety of more than 550 food products under nine major brands.*

*Importer and distributor of canned cassava in syrup and hot sauces under the brand Bruce and Bruce Yams. Also a line of sweet potato mixes (for pancakes, muffins etc. )*

### **CURTICE BURNS FOODS**

PO Box 20670  
HQ – ROCHESTER, New York 14602

*Producer and distributor of a range of frozen roots and vegetables, under other, breaded cut okra under the brand Southern Farm. Production in Montezuma, Ga, Alamo, Tx and New York.*

### **GOYA FOODS INC.**

100 Seaview Drive  
SECAUSUS NJ 07096  
Tel.: + 1 201 348 4900  
Fax: + 1 201 348 6609

### **GOYA FOODS OF FLORIDA**

1900 NW 92<sup>nd</sup> Ave.  
MIAMI, FL 33172  
Tel.: + 1 305 592 3150



Fax: + 1 305 591 8019

<http://www.goya.com/english/>

*Largest Hispanic-owned food company in the U.S. Production (13 facilities in the U.S, Europe and Caribbean), importation and distribution of rice, beans, seasonings, nectars and a broad range of Latin American food specialties, under others, frozen roots and vegetables: fried plantain (Honduras), cassava croquettes (Colombia)... Brand: Goya ; more than 1,000 different products.*

**KMT (KINGSTON-MIAMI TRADING CO.)**

1465 N.W. Terrace

MIAMI, FL 33142

Tel.: + 1 305 324 9497 ; + 1 305 324 0347 ; + 1 305 372 9190 ; + 1 305 372 9547 ; + 1 305 431 3437

Fax: + 1 305 324 6559 ; + 1 305 381 6527

Contact: Patrick A. CHA FONG, President

[kmt@gate.net](mailto:kmt@gate.net)

[www.kingstonmiami.com](http://www.kingstonmiami.com)

*Importer/distributor of ethnic food, mainly from the Caribbean: broad range of hot sauces, drinks, candies, coconut milk... under different brands: Jamaican Country Style, Caribbean Exotic Gourmet, Chef Pearl Chung, Jamaicanway and Mrs. Chris. The company represent also several major food distributors from Europe, the United States and Caribbean. Mr CHA FONG tried several times to import directly from Guyana (he has even his own trademark for Guyanese products, Guyanaway) but could never succeed, mainly because of a lack of export knowledge of the Guyanese companies. He is interested in Guyanese drugs and pharmaceutical products, sauces, spices, cassareep.*

**L&J GENERAL INTERNATIONAL**

2424 NW 46<sup>th</sup> St.

MIAMI, FL 33142

Tel.: + 1 305 638 5161

Fax: + 1 305 638 5098

Contact: Orlando ALVAREZ, Marketing Manager

[www.elsembrador.com](http://www.elsembrador.com)

*L&J GENERAL INTERNATIONAL is one of the most successful importers and distributors of Hispanic/ethnic products (grocery, dairies, frozen) in South Florida, New York, and other US cities. They have a line of canned and frozen products and currently handle hearts of palm. They have a significant presence in all supermarkets in South Florida, including PUBLIX, WINN DIXIE and SEDANO'S. Under others, distributor of a line of frozen cassava, okra, malanga etc., and canned heart of palm from Ecuador under the brand El Sembrador.*

**LA FE FOODS NEW JERSEY**

230 Moonachie Ave.

Moonachie, New Jersey 07074

Tel./fax: + 1 201 867-3141

**LA FE FOODS FLORIDA**

868 N.W. 21<sup>st</sup> Terrace.

MIAMI, FL 33127

Tel.: + 1 545 305 545 0044

Fax: + 1 545 305 545 0039

[www.lafe.com](http://www.lafe.com)

*Importer and full service distributor of grocer, frozen food, dairy, beverages and Colombian products to the supermarket chains, convenience stores, neighborhood grocery stores and restaurants in all of the Hispanic, West Indian and mainstream markets. In addition to their*

own La Fe brand of frozen foods and grocery products, they exclusively represent brands of food products from the Caribbean, Central America, South America and Europe, providing a distribution coverage for these brands. They distribute over 1,200 products in the categories of grocery, frozen, dairy and beverages. They also distribute a vast range of food service products. Under other products: frozen cassava, canned heart of palm.

**MSB INC.**

2855 Rolling Pin Lane  
SUWANEE GA 30024

*Importer and distributor of a range of frozen roots and vegetables, under other, breaded cut okra under the brand Stilwell.*

**NECTRA FOOD**

3040 NE 190 Street, Suite # 310  
MIAMI, FL 33180  
Tel.: + 1 305 792 0471  
Fax: + 1 305 662 4977 ; 253 498-6089  
E-mail: [info.usa@nectrafood.com](mailto:info.usa@nectrafood.com)

[www.nectrafood.com](http://www.nectrafood.com)

*Among other products, importer of canned heart of palm from Bolivia under the brand Campo Verde.*

**OCHO RIOS MIAMI INC.**

2051 N.W. 15 Ave.  
MIAMI, FL 33142-7713  
Tel.: + 1 305 326 1734  
Fax: + 1 305 324 1362  
Cell.: + 1 305 975 0808  
Contact: Aston LUE, Marketing Manager  
E-mail: [ochie8@aol.com](mailto:ochie8@aol.com)  
[www.ochoriosja.com](http://www.ochoriosja.com)

*Distributor/importer of Jamaican and Caribbean foods (dry food mainly): coconut water, tamarind candy, plantain chips, scotch bonnet pepper sauces, lychees in syrup, jerk curry powder, spicy ketchup, ackees, soft drinks etc. Direct competitor to KTM; originated from Jamaica, Aston LUE used to work for KMT.*

**OMEGA IMPORT INC**

MIAMI 33165

*Importer of canned heart of palm from Ecuador under the brand Omega.*

**TRANS-SPAIN FOODS, INC. / FORTITUDE BRANDS, L.L.C.**

2655 Le Jeune Road Suite #1002  
Coral Gables, FL 33134  
Contact: Demetrio SANCHEZ, Distribution Manager  
Tel.: + 1 305-529 9941  
Fax: + 1 305-529 9122 ; 305 662 4977  
E-mail: [fstanz1@aol.com](mailto:fstanz1@aol.com)

*Importer and distributor of canned heart of palm from Ecuador under the brand Tsabo.*

## Supermarket Chains

### *Latin/Ethnic Markets in South Florida*

#### **COLON SUPERMARKET**

1380 SW 8<sup>th</sup> St.  
MIAMI, FL 33135  
Tel.: + 1 305 856 1964  
Fax: + 1 305 860 1168  
*Only one store in Florida*

#### **NUEVO SIGLO**

1305 SW 8<sup>th</sup> St.  
MIAMI, FL 33135  
Tel.: + 1 305 854 1916  
Fax: + 1 305 854 1976 (ask for fax line)  
*Only one store in Florida.*

#### **PRESIDENT SUPERMARKET**

Contact: Manuel Marin, Owner  
1550 W 84<sup>th</sup> St.  
HIALEAH, FL 33018  
Tel.: + 1 305 557 6466  
Fax: + 1 305 827 1539  
*The chain has 5 supermarkets in South Florida. There is no headquarters, each manager conducts his/her own purchasing. For new products you need to look for the owner in any of the stores and make an appointment directly with him.*

#### **SEDANO'S SUPERMARKET**

3140 West 76<sup>th</sup> St.  
HIALEAH, FL 33018  
Tel.: + 1 305 824 1034  
Fax: + 1 305 556 6981  
Contact: José HERRAN (Buyer for value-added products)  
*Chain of 28 supermarkets, more oriented towards Hispanic consumers (Cuban owners).  
Leading chain in Florida in this segment.*

### *Main Supermarket Chains in South Florida*

#### **WINN DIXIE STORES, INC.**

5233 Commonwealth Ave.  
JACKSONVILLE, FL 32254  
Tel.: + 1 904 370 6572  
Fax: + 1 904 783 5309  
Contact: Steve KINISHI, Produce Director  
[SteveKinishi@winn-dixie.com](mailto:SteveKinishi@winn-dixie.com)  
7595 Centurion Parkway  
JACKSONVILLE, FL 32256  
Tel.: + 1 904 783 5513  
Fax: + 1 904 370 6495  
Contact: Frank THURLOW, Meat & Seafood Director  
[FrankThurlow@winn-dixie.com](mailto:FrankThurlow@winn-dixie.com)

7595 Centurion Parkway  
JACKSONVILLE, FL 33256  
Tel.: + 1 904 370 6485  
Fax: + 1 904 370 6895  
Contact: Dewayne RABON, Grocery Director  
[DewayneRabon@winn-dixie.com](mailto:DewayneRabon@winn-dixie.com)  
<http://www.winndixie.com/>

*Founded in 1925, the company operates more than 1,070 stores in 12 states and the Bahamas under the banners of Winn-Dixie, Winn-Dixie Marketplace, Winn-Dixie Liquor Store, SaveRite, Thriftway, Sack & Save, Pump and Save and in the Bahamas, City Market.*

**PUBLIX SUPER MARKETS, INC.**

Corporate Purchasing, Building 20  
P.O.Box 407  
LAKELAND, FL 33802  
Tel.: + 1 800 242 1227  
<http://www.publix.com/Home.do>

- *Largest employee-owned supermarket chain in the United States*
- *One of the 10 largest-volume supermarket chains in the United States*
- *2002 retail sales of \$15.9 billion*
- *Current employee count of more than 123,000*

*Store Locations: 803 supermarkets in:*

- **Florida - 602**
- *Georgia - 148*
- *South Carolina - 34*
- *Alabama - 12*
- *Tennessee - 7*

**Distribution Centers:** *Boynton Beach, Fla. Miami, Fla. Deerfield Beach, Fla. Orlando, Fla. Jacksonville, Fla. Sarasota, Fla. Lakeland, Fla. Lawrenceville, Ga.*

*Note: when visiting website, click on "Purchasing" to view requirements and procedures to introduce a new product.*

**WILD OATS MARKETS, INC.**

3375 Mitchell Lane  
BOULDER, CO 80301  
Tel.: + 1 800 494 9453  
[info@wildoats.com](mailto:info@wildoats.com)  
[http://www.wildoats.com/app/cda/oat\\_cda.html?pt=Home](http://www.wildoats.com/app/cda/oat_cda.html?pt=Home)

**WHOLE FOODS MARKET**

7720 Peters Rd.  
PLANTATION, FL 33324  
Tel.: + 1 954 236 0600  
Fax: + 1 954 236 0656  
[www.wholefoods.com](http://www.wholefoods.com)

**MILAM'S SUPERMARKET**

Contact: Norm ORTH, Buyer  
11 North Royal Poinciana Blvd., Suite 100  
MIAMI SPRINGS, FL 33166  
Tel.: + 1 305 884 4870 Ext. 225  
Fax: + 1 305 884 5590

## Wood and Wood Products

### **ALJOMA LUMBER INC.**

10300 N.W. 121 Way

MEDLEY, FL 33178

Tel.: + 1 305 556 8003 Ext. 210

Fax: + 1 305 556 4991

Contact: Romel BEZERRA DE ANDRADE, Vice President Hardwoods Division

E-mail: [romel.bezerra@aljoma.com](mailto:romel.bezerra@aljoma.com)

[www.aljoma.com](http://www.aljoma.com)

*Important exporter; importer; wood processing; wholesaler of hardboard; MDF; particleboard; flooring; furniture squares; lumber; dimension; mouldings/dowels/jambes; lumber products; plywood; drawersides; doorskins; plywood products; veneer. Imported species: Mahogany, Spanish Cedar, Ipe, Jatoba, Meranti, Sande, Pinus Elliottis, Radiata Pine, Lauan, Eucalyptus, African Mahogany, Santos Mahogany. The turn over is composed of 25% plywood (soft and hardwood, mainly imported), 65% softwood (domestic and import) and 10% hardwood (only imports mainly from Latin America – Brazil – and a little bit from Asi and Africa). ALJOMA imports monthly from Brazil 12 000 m<sup>3</sup> pine plywood and 5000 m<sup>3</sup> softwood lumber. The company has its own remanufacturing facilities in Medley, Florida and Puerto Rico as well as 4 saw mills in Honduras. The company exports 50% of its plywood to Caribbean and Central America (ALJOMA is the biggest US seller in the Caribbean for lumber and wood products). Open to offers from Guyana in plywood and hardwood.*

### **ARIMAR INTERNATIONAL, CORP.**

11825 SW 73 Ave. (Kendall)

MIAMI, FL 33156

Tel.: + 1 786 242 4451

Fax: + 1 305 238 4193

Contact: Maria MARIN

<http://www.arimarwood.com/>

*Provides US Market with high quality products from different countries across Latin America (handles & dowels, pine furniture, flooring, decking, outdoor furniture, playground wood, fatwood, pine products, stakes, etc.)*

### **CARIBBEAN LUMBER INTERNATIONAL**

7294 SW 48<sup>th</sup> St.

MIAMI, FL 33155

Tel.: + 1 305 666 2110

Fax: + 1 305 667 8974

### **DANZLER INC.**

7975 N.W. 154<sup>th</sup> Street, Suite 240

MIAMI LAKES, FL 33016

Tel.: + 1 305 828 9666

Fax: + 1 305 828 2501

Contacts:

- Don ALTMAN, Export Sales Manager ; [daltman@dantzler1865.com](mailto:daltman@dantzler1865.com)

- Eric PURITT, Import/export Sales Representative ; [epuritt@dantzler1865.com](mailto:epuritt@dantzler1865.com)

*Importer, distributor of wood and plywood. 40% of the turnover is done in the USA and 60% in exportation (done from Miami): Canada, French West Indies... One office in Porto Rico which is more diversified in term of products and able to import doors, mouldings,*

window frames. The company imports Faveira Amargosa and Arisano plywood and is looking for 4 x 8 foot, 3/4, 0.5, 5/8, 3/8 and 1/4 inch BB/CC.

**DIAMOND HARDWOODS, INC**

1460 Gulf Blvd. Suite. 1202

CLEARWATER, FL 33767

Tel.: + 1 727-415-4017

Contact: Joe MORELLI

[morelli@diamonddecking.com](mailto:morelli@diamonddecking.com)

[www.diamonddecking.com](http://www.diamonddecking.com)

*Importer, exporter of flooring, lumber, dimension. Species: Ipe, Greenheart, Cambara, Cumaru, Purpleheart, Jatoba*

**DURABLE WOOD PRODUCTS USA INC.**

PO Box 66-8606

5643 NW 74 Avenue

MIAMI, FL 33166

Tel.: + 1 305 888 4575

Fax: + 1 305 888 6828

Contact: Calixto ORTA

E-mail: [calixto@durablewoods.com](mailto:calixto@ durablewoods.com)

[www.durablewoods.com](http://www.durablewoods.com)

*Importation of tropical wood, mainly from Brazil and Guyana: piling, lumber, decking, flooring, shingle (see further), pole, crane mat, railroad ties, large timber, moulding. Species: greenheart (for piles), purpleheart, ipe, basralokus, wallaba, mora, ekki, tatabu, shibadan, jatoba, determa, maçaranduba. The company imports 20 000 piles per month from Brazil and also specializes in railroad ties.*

Subsidiary: **SUPERIOR SHINGLES & WOOD PRODUCTS INC. (SSWP)**

Same address as above

ORLANDO, FL: + 1 407 366 8317

Contact: Rafeek KHAN, Finance Director

E-mail: [rafeek@durablewoods.com](mailto:rafeek@durablewoods.com) ; [rafeek@superiorshingles.com](mailto:rafeek@superiorshingles.com)

[www.superiorshingles.com](http://www.superiorshingles.com)

Factory: Yarrowkabra, Liden-Soesdyke Highway, Guyana

Tel: + 592 624 9067 ; + 592 623 7410

Fax: + 592 225 7619

*Production of wallaba shingles in Guyana under the trade mark Turada™.*

**FOREVERWOOD INC.**

2001 NW 34<sup>th</sup> St.

MIAMI, FL 33142

Tel.: + 1 305 635 9222

Fax: + 1 305 635 8383

*They sell tropical woods. They already do business with Guyana.*

**MJB WOODS GROUP INC.**

351 N.E. 185<sup>th</sup> Street

MIAMI, FL 33179

Tel.: + 1 305 653 6466

Fax: + 1 305 653 3530

Contact: William (Guillermo) CORBO ; Cell.: + 786 299 0886 ; [wcorbo@mjbwood.com](mailto:wcorbo@mjbwood.com)

[www.mjbwood.com](http://www.mjbwood.com)

*Wood group which operates a network of manufacturing, sales and distribution facilities throughout the USA. 8 sales offices and 20 inventory and remanufacturing facilities in the USA and Mexico. Services: warehouse distribution, component manufacturing and UV finishing capabilities. Products: moulding, millwork (prefinished & resawn), panel products such as particleboard, MDF, plywood, cut-to-size. Imports from Brazil, Indonesia, Malaysia, China... Open to Guyanese offers, especially in plywood (from 2.7 to 25 mm), building joinery...*

**MEDLEY HARDWOODS, INC.**

7182 NW 77<sup>th</sup> Terrace  
MEDLEY, FL 33166  
Tel.: + 1 305 887 1115  
Fax: + 1 305 887 5706

*Lumber wholesaler. Import lumber from all over the world.*

**PANELZ**

11326 NW 53 Lane  
MIAMI, FL 33178  
Tel.: + 1 305 436 7457  
Fax: + 1 305 592 6814  
Cell.: + 305 546 8488  
Contact: Eric DENIS

[Tplywood@bellsouth.net](mailto:Tplywood@bellsouth.net)

*Exporter; importer; sales representative, broker in Lumber; drawersides; plywood; plywood products; HDF; MDF; flooring. Works with Baroma but on non US markets.*

**SABRA INTERNATIONAL**

300 71st Street  
Suite 430  
MIAMI BEACH, FL 33141  
Tel.: + 1 305-868-3663  
Fax: + 1 305-868-5447  
Contact: Brett ELLIS

[brett@sabrainternational.com](mailto:brett@sabrainternational.com)

*Importer; exporter; agent; sales representative; wholesaler in flooring; furniture components; lumber; dimension; mouldings/dowels/jambes; lumber products; plywood. Imported species: Andiroba, Banak/Cumala, Cambera, Cedar, Jatoba, Ipe, Cumaru, Massaranduba, Mahogany, Gonzalo Alves, Lacewood, Bloodwood, Tauari, Angelin, Purpleheart, Santos/Cabreuva, Pine, Quaruba, Rosewood*

**SHELL LUMBER**

2733 SW 27<sup>th</sup> Ave.  
MIAMI, FL 33133  
Tel.: + 1 305 856 6401  
Fax: + 1 305 856 0752

<http://www.shelllumber.com/>

*Wholesaler and retailer in lumber.*

**US HARDWOODS INTERNATIONAL**

Contact: Jose Rodriguez  
1645 NW South River Dr.  
MIAMI, FL 33125  
Tel.: + 1 305 371 4321

Fax: + 1 305 372 3802

*Lumber manufacturers: plywood, veneered panels, and similar laminated wood.*

### **Miscellaneous and Internet Resources**

#### **RANDOM LENGTHS**

450 County Club Rd. # 240

EUGENE, OR 97401

Tel.: + 1 888 686 9925

Fax: + 1 541 686 9629

<http://www.randomlengths.com/>

*The most widely circulated and respected source of information for wood products industry. Charges for information.*

#### **LUMBER YARDS, HARDWARE, AND HOME SUPPLY IN MIAMI, FL**

<http://www.thecityofmiami.com/lumber/> presents the following list which seems to be pretty complete:

##### **29 Lumber & Hardware**

+ 1 305 638 2436

728 NW 29th St

##### **42nd Street Depot**

+ 1 305 266 1777

7241 SW 42nd St

##### **A & B Hardware**

+ 1 305 633 6627

2851 NW 27th Ave

##### **Ace Hardware Shell Lumber**

+ 1 305 856 6401

2733 SW 27th Av

##### **Amazon Lumber And Wood Products Company Inc**

+ 1 305 253 5363

12249 SW 130th St

##### **Amerilumber Hardware**

+ 1 305 662 2828

7004 Bird Rd

##### **Arch International Inc**

+ 1 305 463 8360

2162 NW 82nd Ave

##### **Architectural Moulding & Millworks**

+ 1 305 638 8900

3545 NW 50th St

##### **Arimar International**

(786) 242 4451

11825 SW 73rd Ave

##### **Arnel Distributors Inc**

+ 1 305 258 2046

21657 S Dixie Hwy

##### **Banks Hardwood Florida**

+ 1 305 634 0440

5600 NW 37th Av

##### **Block & Building Materials**

+ 1 305 592 2758 12201 NW 25th St

##### **Britt Laminate Inc**

+ 1 305 691 0034

3695 NW 74th St

##### **Budget Hardware**

+ 1 305 379 5444

1644 NE 2nd Ave

##### **Caribbean Lumber Int'l**

+ 1 305 666 2110

7294 SW 48th St

##### **Craftsmanship & Restoration Inc**

+ 1 305 751 4678

268 NE 80th Ter

Miami, FL

##### **Croft Technologies Inc**

+ 1 305 251 9021

12990 SW 191st St

##### **Dade Builders Inc**

+ 1 305 854 5663



1145 SW 8th St

**Dixie Plywood & Lumber**

(800) 794 1606

3675 Northwest 62nd St

**Durable Wood Products USA Inc**

+ 1 305 888 4575

5643 NW 74th Av

**Eurodoors Architectural Concepts**

+ 1 305 238 1864

13420 SW 131st St

**Everglades Lumber & Building Supply Inc**

+ 1 305 261 1155

6991 SW 8th St

**Falero Lumber**

+ 1 305 266 8878

6758 W Flagler St

**Foreverwood Inc**

+ 1 305 635 9222

2001 NW 34th St

**Friendly Forest Products Inc**

+ 1 305 661 1464

7068 SW 44th St

**Gancedo Lumber Co**

+ 1 305 836 7030

9300 NW 36th Ave

**Guines Lumber Co Inc**

+ 1 305 633 7966

1400 NW 29th St

**Hardware Systems**

+ 1 305 635 3300

4300 NW 37th Ave

**Heritage Forest Products Inc**

+ 1 305 691 8500

3490 NW 71st St

**Imeca**

+ 1 305 599 9959

8400 NW 58th St

**International Plywood Corp**

+ 1 305 884 0860

7340 NW 56th St

**Jacaranda Inc**

+ 1 954 624 0003

16301 NW 15th Ave

**Lumber Yards Inc**

+ 1 305 532 2448

1237 20 St

**Magon Lumber & Hardware**

+ 1 305 592 5346

7295 NW 64th St

**Miami Hardware And Lumber Co**

+ 1 305 858 4440

1145 SW 8th St

**Mid South Lumber Co Inc**

+ 1 305 682 0082

2681 NE 191st St

**Miron Building Products Co Inc**

+ 1 305 931 4234

19400 W Dixie Hwy

**Mjb Wood Group Inc**

+ 1 305 653 6466

351 NE 185th St

**Northland Corp**

+ 1 305 235 2826

9000 SW 152nd St

**Ocean Lumber Corp**

+ 1 305 477 5044

6402 NW 84th Ave

**Pan American Foundation Corp**

+ 1 305 573 0901

4100 NE 2nd Ave

**Pioneer Plastic Corp**

+ 1 305 691 0034

3695 NW 74th St

**Quality Building Materials**

+ 1 305 594 1062

1110 Brickell Ave

**R H & Sons Wood Products Corp**

+ 1 305 634 4135

5150 NW 37th Ave

**Rbi Enterprises Inc**

+ 1 305 670 4525

9300 S Dadeland Blvd

**Sas Building Materials Inc**

+ 1 305 740 0038

4231 SW 70th Ct

**Shell Lumber Ace Hardware**

+ 1 305 858 3509

2733 SW 27th Av

**Teak International Of Miami**

+ 1 305 383 5228

6225 SW 136th Ct

**Timber Resources Ltd Inc**

+ 1 305 256 9000

13002 SW 120th St

**Transamerican Group**

+ 1 305 254 0321

10220 SW 126th St

**U S Hardwood International**

+ 1 305 642 5400

1645 NW South River Dr

**Universal Hardware**

+ 1 305 758 6133

545 NW 54th St

**Whittelsey Wood Products**

(954) 527 4008

16301 NW 15th Ave

**Whittelsey Wood Products**

+ 1 305 621 4242

16301 NW 15th Av

**Wightman Lumber Co**

+ 1 305 751 1654

7132 NW 1st Ave

**Wood America Corporation**

+ 1 305 470 1952

10305 NW 41st St

**Wood Depot**

+ 1 305 267 0047

4853 SW 75th Ave

**Wood Depot Corp**

+ 1 305 446 9663

3800 Shipping Ave

**Wood Market International**

+ 1 305 859 8737

3006 Aviation Ave

**Wood-N-Profile Inc**

+ 1 305 637 9244

4234 NW 37th Av

## Transportation and Logistics

### **ALPHA BROKERS CORPORATION**

2875 N.W. 82<sup>nd</sup> Ave.

MIAMI, FL 33122

Tel.: + 1 305 594 9290

Fax: + 1 305 594 9430

Cell.: + 1 305 796 4679

Contact: Sergio S. LOZANO, President / CHB

[Sergio@alphabrokers.com](mailto:Sergio@alphabrokers.com)

[www.alphabrokers.com](http://www.alphabrokers.com)

*Customhouse broker company specialized in seafood (50 to 60% of the turnover). They do 3000 custom clearances per month. Furthermore, Sergio LOZANO offers training services for foreign exporters (mainly from Latin American countries) who want to enter the U.S. market, about how to do it from a regulation and qualitative point of view (USDA formalities, labeling, packaging...).*

### **AMERIJET INTERNATIONAL INC.**

2800 S. Andrews Ave.

FORT LAUDERDALE, FL 33316

Tel.: + 1 954 320 5300

Fax: + 1 305 718 8189

[customerservice@amerijet.com](mailto:customerservice@amerijet.com)

<http://amerijet.com/contact/>

### **ANTILLES FREIGHT CORP.**

3201 N.W. 24<sup>TH</sup> Street

MIAMI, FL 33142

Tel.: + 1 305 633 7711

Fax: + 1 305 635 9247

<http://www.antillesfreight.com/>

*Company which offers NVOCC Freight Consolidation services throughout the Caribbean, included to Georgetown several times a month. Antilles Freight Corporation operates a 55,000 square feet warehouse located within easy access to all major roads and expressways, the Port of Miami and Miami International Airport.*

### **BERNUTH AGENCIES INC.**

3201 N.W. 24<sup>TH</sup> Street

MIAMI, FL 33142

Tel.: + 1 305 633 7711

Fax: + 1 305 635 9247

<http://www.bernuth.com>

[info@bernuth.com](mailto:info@bernuth.com)

*Shipping company specialized in the Caribbean, Central America and the North Coast of South America. One stop per week in Georgetown.*

*Contact in Guyana: **DEMERRARA SHIPPING COMPANY LTD.**, 8-12 Water & Schumaker Streets, Georgetown ; phone: + 592 225-5609 ; fax: + 592 225 9512 ;*

[demship@solutions2000.net](mailto:demship@solutions2000.net)

### **BWIA CARGO (BRITISH WEST INDIAN AIRWAYS)**

Building 706

1701 N.W. 66<sup>TH</sup> Ave.

MIAMI, FL

Tel.: + 1 305 526 6880

Fax: + 1 305 526 7260

<http://www.bwee.com>

*Cargo is carried on combination (passenger / cargo) flights and on freighter service. The company's freighter service uses aircraft operated under "wet lease" agreements providing three (3) weekly services from Miami into the Caribbean with each flight having a capacity of 85,000 pounds. In addition to general air cargo, a small package service is also offered on all flights under the "JetPak Express" brand name.*

#### **CUSTOMIZED BROKERS INC.**

7220 N.W. 36 Street, Suite 103

MIAMI, FL 33166

Tel.: + 1 305 471 8989

Fax: + 1 305 471 8988

Contacts:

- Maria I. BERMUDEZ, Operations Manager
- Patricia C. COMPRES, Licensed Broker

[cusbro@customizedbrokers.com](mailto:cusbro@customizedbrokers.com)

*Customized Brokers Inc. was established in 1989 as a customhouse broker and to further enhance the services they added an international ocean freight forwarding department. Specialized in perishables.*

#### **ECONOCARIBE CONSOLIDATORS INC.**

2401 N.W. 69th Street

MIAMI, FL 33147

Tel.: + 1 305.693.5133

Fax: + 1 305.696.9350

<http://www.econocaribe.com>

[ecisales@econocaribe.com](mailto:ecisales@econocaribe.com)

*Flight and sailing company specialized in freight consolidation with receiving terminals located throughout the United States. They offer weekly sailings to over 35 destinations throughout Latin America and the Caribbean.*

*ECONOCARIBE is one of the largest consolidators in the Non-Vessel Operating Common Carrier (NVOCC) industry and is the largest Less-than-Container-Load (LCL) consolidator in the Caribbean and Latin American market (measured by number of shipments, cargo tonnage, or annual billings). They offer Full Container Load (FCL) services to the Caribbean and Latin America and air freight services to the Caribbean and Latin America. The company maintains over 500,000 square feet of warehouse space in Miami, Florida alone and has divisions in physical handling and storage of freight, and distribution warehousing. They can coordinate trucking arrangements. ECONOCARIBE is a Central Examination Station for U.S. Customs.*

*Regarding Guyana, only ocean freight several times a month from Port Everglades.*

#### **LAPARKAN**

2929 NW 73 St.

MIAMI, FL 33147

Tel.: + 1 305 470 6222

Fax: + 1 305 691 0631

Contacts: Glen KHAN, Chairman & CEO, Lizette

[info@laparkan.com](mailto:info@laparkan.com) ; [corporate@laparkan.com](mailto:corporate@laparkan.com)

<http://www.laparkan.com/>

**LAPARKAN SHIPPING**

3625 NW 82<sup>nd</sup> Ave., Suite 311  
Doral Building # 2  
MIAMI, FL 33166  
Tel.: + 1 305 470 6222  
Fax: + 1 305 477 6090  
Contact: Lance GIBBS  
[lgibbs@laparkan.com](mailto:lgibbs@laparkan.com)  
<http://www.laparkan.com/>

**MAERSK SEALAND**

Lennar Corporate Center  
790 NW 107<sup>th</sup> Ave., Suite 400  
MIAMI, FL 33172  
Tel.: + 1 877 462 3775  
Fax: + 1 305 220 7065  
<http://www.maersksealand.com/>  
[miacrcmng@maersk.com](mailto:miacrcmng@maersk.com)

**MILAM CARGO INC.**

7959 N.W. 21<sup>st</sup> Street  
MIAMI, FL  
Tel.: + 1 305 592 0325  
Fax: + 1 305 592 3145  
[www.milamcargo.com](http://www.milamcargo.com)  
[admin.mc@milamcargo.com](mailto:admin.mc@milamcargo.com)

Contact in Guyana: G. LALBACHAN, ASSOCIATED INDUSTRIES Ltd. Georgetown  
Phone: 592 226-7291 / 5.

*Air and ocean consolidator to Guyana (weekly ocean freight) and Trinidad (weekly ocean freight and daily air freight).*

**P&O NEDLLOYD LTD.**

8669 NW 36<sup>th</sup> St., Suite 120  
MIAMI, FL 33166  
Tel.: + 1 305 597 8100  
Fax: + 1 305 597 9110  
<http://www.ponl.com/>

**SEABOARD MARINE INC.**

8050 N.W. 79<sup>th</sup> Ave.  
MIAMI, FL 33166  
Tel.: + 1 305 863 4444  
Fax: + 1 305 863 4400  
[sales@seaboardmarine.com](mailto:sales@seaboardmarine.com)  
[www.seaboardmarine.com](http://www.seaboardmarine.com)

*Sea freight company. One route going passing through Georgetown (Barbados, Antigua, Jamaica and Trinidad, from Miami,) once a week.*

**SEAFREIGHT AGENCIES INC.**

MIAMI, FL 33166  
Tel.: + 1 305 592 6060  
Fax: + 1 305 471 9555  
<http://www.seafreightagencies.com>

Guyana office: **C&V CARIBBEAN LTD**, phone: +592 227 1245, fax: +592 227 3346

**TRANS WORLD FORWARDING INC.**

1316 NW 78<sup>th</sup> Ave.  
MIAMI, FL 33126  
Tel.: + 1 305 597 9145  
Fax: + 1 305 597 9176  
Contact: Linda NUÑEZ  
[linda@twfmia.com](mailto:linda@twfmia.com)

**TROPICAL SHIPPING**

Contact: Kathy  
9505 NW 108<sup>th</sup> Ave.  
MIAMI, FL 33178  
Tel.: + 1 305 805 7400  
Fax: + 1 305 805 7629  
<http://www.tropical.com/>

*Shipping company specialized in the Bahamas and the Caribbean.*

**Caribbean basin routes:**



*The Caribbean basin map provides the routes for Tropical's Main Liner Services from Canada, United States and Caribbean port hubs to and from the Bahamas, Virgin Islands, Cayman Islands, Turks and Caicos, and the Eastern Caribbean. All global service routes connect with Tropical's hubs to deliver shipment to its final destination. These ports are serviced at least once per week, (up to 5 sailings per week to the Bahamas) with Tropical's owned and chartered fleet of 17 vessels.*

*The Central America/Antilles Service relies on slot charter agreements with several carriers including Great White Fleet. Fixed day southbound and northbound sailings are*

*available from Miami, ports on the US Gulf coast and Northeastern US ports. Specialized 807 commodity service is also available to Central America.*

*Feeder Services from ports on the Northeastern US coast link the Dominican Republic & Puerto Rico to the Eastern Caribbean. Additional feeder services are offered from Panama and Mexico.*

*The major global trade lanes link with the liner services originating from Florida ports, (the Port of Palm Beach, Port Everglades, Miami and Jacksonville), as well as Freeport, Grand Bahama, San Juan, Puerto Rico and Port of Spain, Trinidad.*

Contact in Guyana: **TROPICAL EXPRESS CONTAINER SERVICE (GUYANA), INC.**

11 Sendall Place & Croal Street

Stabroek, Guyana

Phone: + 592-227-7205

Fax: + 592-227-7202

Contact: Sudesh Persaud

E-mail: [spersaud@tropical.com](mailto:spersaud@tropical.com)

### **UNIVERSAL AIRLINES**

87-12 111 St.

RICHMOND HILL, NY 11418

Tel.: + 1 718 441 4900

Fax: + 1 718 441 1813

<http://www.universal-airlines.com/>

### ***Miscellaneous***

### **FLORIDA CUSTOMS BROKERS AND FORWARDERS ASSOCIATION**

C/o Miami Free Zone

2305 NW 107<sup>th</sup> Ave.

Suite CU16

MIAMI, FL 33172

Tel.: + 1 305 499 9490

Fax: + 1 305 499 9491

<http://www.fcbf.com>

## Products & Prices Lists

### **Common names for roots, fruit & vegetables:**

- **Boniato:** batata, Cuban sweet potato, Batiste, Tropical sweet potato, Camote
- **Calabaza:** Cuban squash, West Indies pumpkin, green pumpkin, ahuyama, zapallo, abóbora, giraumon, West Indian pumpkin, crapaudback
- **Edos:** taro, eddo, taro root, dasheen, cocoyam, Japanese potato, baddo, elephant's ear, sato-imo
- **Jicama:** Mexican potato, Mexican turnip, yam bean
- **Malanga:** yantia, yautia, cocoyam, tanier, tannia
- **Name:** yam, nyami, yampi, tropical yam, true yam, greater yam, cush-cush, mapuey
- **Okra:** ochro, quingombo, quiabo, bamia, bamie, bhindi, bindi, gumbo, gombo
- **Yucca (or yuca):** cassava, tapioca root, manioc



## Fresh / Frozen Produce

**IMPORTER'S PRICES (J&C ENTERPRISE INC.<sup>2</sup>) – January 8, 2004**

PRODUCT, ORIGIN AND UNIT	PRICE USD/UNIT	PRODUCT, ORIGIN AND UNIT	PRICE USD/UNIT
<b>FLORIDA ROOTS</b>		<b>COCONUTS</b>	
Boniato / Batata #1 (50lb)	12.00	Coconuts dry #40 bag	9.00
Boniato small #2 (50lb)	8.00	Coconuts dry #50 bag	9.00
Yautia White Florida (40lb)	24.00	Coconuts EZ open 24 box wrap PLU coded	12.00
Malanga Islena (40lb)	26.00	Coconut cream P.A. 40/6oz	18.00
<b>IMPORTED ROOTS &amp; VEGETABLES</b>		Coconut milk P.A. 24/15 oz cans	10.50
Calabaza Panama (50lb)	10.00	<b>FRUITS</b>	
Calabaza Costa Rica (50lb)	10.00	Aloe leaf / Sabila – Fla (#12)	7.50
Chayote (#24) C. Rica PLU coded	5.00	Apio (25#)	16.00
White chayote (40lb)	16.00	Bread fruit	32.00
Chayote banana box (40lb)	12.00	Carambola/star fruit (20, 25, 30)	12.00
Ginger Costa Rica (40lb)	25.00	Casabe bread (10x2)	8.00
Edo / small taro Costa Rica (40lb)	15.00	Culantro (40 count)	23.00
Malanga coco Dom. Rep. (50lb)	12.00	Florida cilantro (loose, new)	8.00
Malanga amarilla (50lb)	32.00	Green mangos (50lb) P. Rico	43.00
Name Costa Rica (40lb)	12.00	Guava (10#)	34.00
Name Colombia Espino (40lb)	17.00	Jicama (40lb, new)	18.00
Yautia/Malanga white C.Rica (40lb)	32.00	Kumquats with leaves (10lb)	12.00
Yautia/Malanga lila (40lb)	25.00	Kumquats without leaves (10lb)	12.00
Yucca waxed Costa Rica (40lb)	8.00	Limon dulce (35#)	15.00
<b>JAMAICAN SPECIALTIES</b>		Okra Nicaragua	25.00
Yellow Yam Jamaica (45lb)	27.00	Oranges sour/bitter (40#)	35.00
Round leaf Jamaica (45lb)	27.00	Tamarindo paste (40#)	35.00
Dasheen Jamaica (45lb)	40.00	Zapote (15lb, new)	27.00
Sweet yams Jamaica (45lb)	35.00	Black zapote (25lb)	56.25
Callaloo fresh (10x1.5#)	18.00	<b>GARLIC</b>	
Negro yams Jamaica (45lb)	30.00	Peeled garlic 4/5#	18.00
Tumeric – Yellow (40lb)	39.00	China garlic purple (30lb)	13.00
Thyme Jamaica (2lb)	14.00	<b>PERU MANGOS</b>	
<b>PEPPERS</b>		Size #7, #8	5.50
Aji Cachucha (25lb)	35.00	<b>MEXICAN LIMES</b>	
Habanero green & mixed (8lb)	16.00	#200	22.00
Habanero red (8lb)	18.00	<b>PLANTAIN</b>	
Scotch Bonnet Trinidad (8lb)	16.00	Plantain Ecuador (50#)	16.00
Jalapeno (15lb)	14.50	Plantain Manzano (20lb)	11.00
<b>SUGARCANE</b>		Platano Hawaii (40#)	16.00
Bundles (#10)	8.00	<b>PAPAYAS</b>	
Purple bundles (#10)	12.00	Papaya Jamaica Solo (#7, 8, 9, 10)	9.00
Purple box (50lb)	12.00	Papaya green long (40#)	8.00
Boxes 15x3 (40#)	8.50	Papaya Belize red meat (35#)	18.00
Sugarcane peeled (50lb)	13.50		
Brown sugar (100#)	39.00	Sugarcane juice machine	1700.00

<sup>2</sup> J&C ENTERPRISES INC is THE reference in term of roots and vegetable imports from Latin America and the Caribbean islands in Florida and certainly the main importer in terms of volume.

**Range complement** (not available or price to be asked during the second week of January 2004):

Calabaza Jamaica (50lb)	Yampi (40lb)
Calabaza Trinidad (50lb)	Ackee
Ginger China (30lb)	Sorrel (10lb)
Name Brazil Cush Cush (50lb)	Thai Chili peppers (30lb)
Yautia/Malanga White Ecuador (45lb) #1	Sugarcane juice 24/11.8 oz cans
Yautia/Malanga Colombia (40lb)	Dominican avocados (all sizes)
Mangos from Peru: Kents, Tommy's, Kitts	Guava Thai (20lb)
Haitian Mangos size # 8,9,10,12	Pomelo (35lb)
Mexican limes #175	Rambuttan (10lb)
Plantain Chiquita	

<b>RETAIL PRICES</b> (prices in USD/lb if no other specification)
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	<b>WINN DIXIE supermarket</b>	<b>COSTCO cash &amp; carry wholesale</b>	<b>SEDANO'S (Hispanic/Latin) supermarket</b>	<b>WALL MART hypermarket</b>
<b>FRESH VEGETABLES &amp; ROOTS</b>				
Boniato	USA 0.39		Florida 0.49	C. Rica 0.68
Calabaza	Panama 0.49			
Cassava root (yucca)	C. Rica 0.39		C.Rica 0.39	C. Rica 0.98
Chayote squash	C. Rica 4 for 1.00			
Eggplant	0.79 each			
Ginger root	Costa Rica 1.89		0.99	3.28
Jicama				Mexico 1.38
Malanga	1.29		1.19	C. Rica 1.48
Malanga Islena	11.29			
Malanga lila	C. Rica 0.99			
Malanga yellow	Jamaica 1.29		1.19	
Name (yam)	Panama 0.99		C.Rica 0.49	C. Rica 0.98
Name, yellow	1.69			1.78
Pepper Bell (green sweet)		Mini Mexico 2.39	0.99	
Pepper, vine sweet mini				2.50/dry pint
Pepper/chili Anaheim	Dom. Rep. 2.99			
Pepper/chili Cachucha	3.09		3.19	
Pepper/chili Cubanelle			1.99	
Pepper/chili red Fresno				2.48/4oz
Pepper/chili Habanero	Dom. Rep. 3.99			
Pepper/chili Jalapeno	Dom. Rep. 1.49	2.99		1.98
Pepper/chili Thai	Dom. Rep. 2.99			
Pepper/chili Poblano				2.88
Pepper/chili hot Serrano		3.99		2.88
Pumpkin (calabaza) yellow flesh and skin			Panama 0.49	
Squash, yellow			1.19	
Squash, zucchini (calabacin)			1.19	
Sweet potato				0.88
<b>FRESH FRUITS</b>				
Lime		Mexico 0.60	Mex. 6 for 0.99	
Mamey			1.99	

**RETAIL PRICES** (prices in USD/lb if no other specification)

	<b>PRESIDENT supermarket</b>	<b>COSTCO cash &amp; carry wholesale</b>	<b>SEDANO'S (Hispanic/Latin) supermarket</b>	<b>WALL MART hypermarket</b>
<b>FROZEN ROOTS</b>				
Cassava whole peeled	El Sembrador 1.78/4lb	Goya, C. Rica 0.52 Blue Rock C. Rica 2 for 1.29	La Fe, C. Rica 3.49/80oz El Sembrador, C. Rica 2.69/64oz 2 for 1.19	
Cassava, croquettes			La Fe 2.89/24oz Crokiss, C. Rica 3.69/35oz	Goya, Colombia 2.42/16oz
Cassava, fries			El Sembrador, Ecuador 0.99/14oz Imperial 2.29/16oz	
Malanga (dasheen chunks)			La Fe, Dom. Rep. 2.49/20oz El Sembrador, Ecuador 2.49/24oz	
Name			El S. C. Rica 2.29/24oz	
Okra, breaded cut	2.49/32oz			Stilwell 1.67/24oz Southern Farm 2.94/48oz

	<b>PRESIDENT (Hispanic/Latin) supermarket</b>	<b>PUBLIX supermarket</b>
<b>FRESH VEGETABLES &amp; ROOTS</b>		
Boniato	USA 0.49	0.59
Cassava root (yucca)	Costa Rica 0.49	Costa Rica 0.49
Chayote squash		0.69
Eggplant	California 0.79/unit	1.49
Ginger root	1.49	Costa Rica 1.99
Malanga		Costa Rica 0.99
Malanga Islena	Florida 0.79	
Name (yam)	White, C. Rica 0.48	0.89
Okra	0.99	Honduras 3.99
Pepper Bell (sweet)		Green 0.99 Red, yellow, orange 3.99
Pepper/chili Cachucha	3.29	Dom. Rep. 3.99
Pepper/chili Cubanelle	1.49	USA 2.19
Pepper/chili red Fresno		
Pepper/chili Habanero		Dominica 3.99
Pepper/chili Jalapeno	1.49	USA 1.99
Pepper/chili long hot		USA 1.79
Pepper/chili Poblano		3.99
Pepper/chili Scotch Bonnet		USA 4.99
Pepper/chili hot Serrano		USA 3.99
Squash, butternut		1.29
Squash, acorn		0.99
<b>FRESH FRUITS</b>		
Lime	0.99/8 units	

- fresh basil (Wall Mart): 3.31/oz
- chives (Wall Mart): 3.31/oz

## Fish & Seafood

**RETAIL PRICES** (prices in USD/lb if no other specification)

	<b>WINN DIXIE supermarket</b>	<b>WALL MART supermarket</b>	<b>PUBLIX supermarket</b>	<b>SEDANO'S supermarket</b>	<b>PRESIDENTE supermarket</b>
<b>DREFROSTED/FRESH FISH</b>					
Blue marlin steak				4.99	
Cat fish	Fillet 2.99 Nuggets 2.99	Fillet 3.83 Nuggets 1.83	Fillet 4.99 Nuggets 2.39	US 3.49	
Chemote, fillet					2.99
Croaker steak					2.99
Garfish fillet					3.59
Grouper fresh		Fillet 5.27	Steak 9.99		
King fish	Steak: 5.99			Taiwan 2.49	Steak 1.98
Mahi fillet			9.99		
Rabi, red, whole					2.99
Seabream					2.08
Shark steak, fresh			3.29		
Snapper, red	Fillet 4.99 Whole 5.99	Fillet 5.88			fillet with skin 3.99
Swordfish steak	7.99		10.99		
Tail snapper, whole, yellow			6.99		
Tilapia fresh	Farm raised fillet 6.29	Whole 1.64 - 1.78	fillet 5.99		Raised, Supreme brand fillet 2.28
<b>DEFROSTED SHRIMP &amp; PRAWNS</b> (raw, if no other indication)					
Fresh water prawns		9.43	14.99		
Green,					w/o head 9.99
Pink	16 – 20 9.99		16/20 10.99		
Pink cooked tail in	51-60 8.99	41-60 6.76 16-20 12.98	26/30 17.99 41/50 10.99	Viet. 31/40 7.99 Thail.70/90 3.99	Peeled 5.99
Pink sea XL	Argentina 6.99				
Salad (cooked, small)		100 – 150 4.98	6.99		With tail 5.99
Tiger			16/20 15.99		
White/grey big	Peru 2.99	16 – 22 9.43			Without head 5.99
White/grey big	Thailand 9.99				
White/grey Jumbo shell on	India 11.99			8.99	
White/grey medium	Head on Peru 2.99	60-80 3.98 31-40 5.68			3.28

- Medium shrimp frozen & thawed (President supermarket) 3.28/lb (promotion)
- Tilapia fillet frozen & thawed (President) 2.28/lb (promotion)
- King fish steak frozen & thawed (President) 1.98/lb (promotion)
- Boneless Pollock (President) 2.78/16oz (promotion)
- Frozen Mahi Mahi fillet (Cost Co cash & carry) 4.63<sup>3</sup>/lb
- Frozen cooked shrimp Thailand peeled, tail on deveined (Cost Co cash & carry) 9.99/lb
- Frozen shrimp, home-style breaded with sauce (Wall Mart) 5.46/lb

<sup>3</sup> Different origins: Peru, Ecuador, Costa Rica, Taiwan

- Frozen homestyle breaded shrimp + sauce (Wall Mart)	5.46/10 oz
- Frozen E-Z peel white shrimp 26-30 (Wall Mart) 16 oz Thailand	?
- Frozen salad shrimp 100-150 (Wall Mart)	4.37/lb
- Frozen 60-80 IQF peeled (Wall Mart)	5.93/16 oz
- Frozen shrimp, peeled & deveined tail on 40-60 (Wall Mart)	7.33/16 oz
- Frozen shrimp, peeled & deveined tail on 26-30 (Wall Mart)	9.98/16 oz
- Frozen shrimp peeled & deveined tail on 200-300 (Wall Mart)	1.92/8 oz
- Frozen shrimp peeled & deveined tail on 51-70 (Wall Mart)	4.94/16 oz
- Frozen breaded shrimp with Chinese plum sauce (Wall Mart)	6.93/16 oz
- Frozen black tiger 31-40 shrimp farm raised tail on raw (Wall Mart)	7.33/16 oz
- Frozen black tiger 41-50 shrimp farm raised tail on raw Thailand (Wall Mart)	5.98/16 oz
- Frozen cooked E-Z peel Cajun 51-70 shrimp	6.23/16 oz
- Frozen pink shrimp 31-40 (Wall Mart)	5.94/16oz
- Frozen pink shrimp 40-60 (Wall Mart)	4.94/16oz
- Frozen medium shell on shrimp Thailand (Wall Mart)	7.56/2 lb

**OMAR SEAFOOD's range (USD/lb unless other precision):**

• Conch meat caicos class A retail	5.50/box	• Lobster	4.99
• Conch meat caicos class A wholesale	5.00/box	• Mullet, red, fresh, whole	2.89
• Crab, blue, clean	2.49	• Shrimp, coated P&D tail in white (Vietnam)	7.00
• Doctor fish, fresh whole	2.89	• Shrimp, cooked medium tail in	3.99
• Grunt fish, fresh, whole	1.99	• Shrimp, white big, tail in, shell in	7.99
• Grouper, fillet defrosted	2.29	• Shrimp, white w/o head and w/o tail	2.50
• Grouper, fillet fresh	3.49	• Snapper, lane, whole, big	2.69
• Grouper, strawberry, frozen	1.99	• Snapper, lane, whole, small	2.49
• Grouper, head	0.99	• Snapper, red, frozen	2.29
• Grouper, steak	2.29	• Snapper, red, whole, fresh	2.99
• Jack fish, fresh, whole	1.99	• Yellow tail, frozen	2.29
• King fish, frozen whole	1.99		
• King fish, steak	2.29		

## Processed Food Products

<b>RETAIL PRICES (USD)</b>
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- **Hot sauce**
  - Winn Dixie supermarket 0.69 to 0.99/oz
  - 8 Rios (Publix) 0.59/3 fl. oz
  - 8 Rios (Publix) Scotch Bonnet 0.65/3 fl. oz
  - Goya (Publix) 1.23/12 fl. oz
  
- **Canned heart of palm (Sedano's)**
  - Tsabo, Ecuador 2.19/14.1oz
  - slices, Tsabo, Ecuador 1.79/14oz
  - El Sembrador, Ecuador 1.29/15oz
  - Omega 1.99/14oz
  - Badia, Costa Rica 4.29/28oz and 2.39/14oz
  - Campo Verde, Bolivia 2.49/14oz
  
- **Canned heart of palm (President)**
  - slices, Tsabo, Ecuador 1.99/14oz
  - Omega 2.09/14oz
  - Badia, Costa Rica 3.59/28oz and 1.99/14oz
  
- **Canned heart of palm (Publix)**
  - Iberia, Ecuador 3.25/28oz and 1.85/14oz
  - La Fe, Ecuador 2.09/15oz
  - Omega 1.99/14oz
  - Badia, Costa Rica 4.49/28oz and 2.39/14oz
  - Reese, Brazil 3.39/14oz
  - Cari Cara casher, Brazil 2.59/14oz
  - King of Amapa, organic, Brazil 2.59/14oz
  - Vigo, Ecuador 1.89/14oz
  
- **Canned cassava (Sedano' and President)**
  - Sanso 2.69/28oz
  - Bruce's, cut in syrup 1.39/29oz and 0.98 & 1.39/15oz
  - Bruce's, whole in heavy syrup 1.19 & 1.39/16oz
  - Badia 2.39/28oz, 1.49/15oz
  
- **Canned cut okra + tomato (President)**
  - Bruce's 1.29/14oz
  
- **Dried ready to eat red hot pepper** in a plastic box (Wall Mart) 1.50/3oz
  
- **Dry whole chilli** Badia (Guajillo, de Arbol / Presidente) 1.79/2oz

## Wood and Wood Products

**SHELL LUMBER, Miami, in USD/unit**

### HARDWOOD BOARDS

	Aromatic cedar	Jatoba 4/4
3/4" Net x 1"	0.33	0.4
3/4" Net x 2"	0.66	0.8
3/4" Net x 3"	0.99	1.2
3/4" Net x 4"	1.32	1.61
3/4" Net x 5"	1.66	1.99
3/4" Net x 6"	1.99	2.41
3/4" Net x 7"	2.32	2.82
3/4" Net x 8"	2.66	3.20
3/4" Net x 9"	2.99	3.61
3/4" Net x 10"	3.32	3.32
3/4" Net x 11"	3.65	3.68
3/4" Net x 12"	3.99	4.82

### HARDWOOD BOARDS

	Jatoba 8/4	Buminga	Purple heart	Zebra wood	Spanish cedar	Padauk
1 3/4" Net x 1"	0.85	0.76	0.40	0.89	0.38	0.55
1 3/4" Net x 2"	1.59	1.51	0.80	2.36	0.76	1.10
1 3/4" Net x 3"	2.39	2.24	1.20	3.47	1.14	1.67
1 3/4" Net x 4"	3.24	2.99	1.59	4.61	1.52	2.22
1 3/4" Net x 5"	3.99	3.74	1.99	5.82	1.90	2.77
1 3/4" Net x 6"	4.79	4.50	2.41	6.99	2.24	3.33
1 3/4" Net x 7"	5.59	5.24	2.80	7.99	2.62	3.88
1 3/4" Net x 8"	6.39	5.98	3.20	9.24	3.99	4.43
1 3/4" Net x 9"	7.21	6.72	3.59	10.39	3.38	4.98
1 3/4" Net x 10"	7.99	7.48	3.99	11.55	3.76	5.53
1 3/4" Net x 11"	8.79	8.22	4.39	12.69	4.14	6.10
1 3/4" Net x 12"	9.59	8.98	4.99	13.99	4.47	6.65

### HARDWOOD BOARDS

Western Red Cedar 1 x 12 x 8, 10 or 12	1.99/foot
Western Red Cedar 1 x 6 x 8, 10 or 12	0.73/foot
Burma teak 1 1/4" x 1 to 1 1/4" x 12	from 1.48 to 30.81
Burma teak 1" x 1 to 1" x 9	from 1.15 to 15.91
Burma teak 3/4" x 1" to 3/4" x 24"	from 1.03 to 76.60
Honduran Mahogany 1x4	3.75/foot
Honduran Mahogany 1x6	4.49/foot
Honduran Mahogany 1x8	5.75/foot
Honduran Mahogany 1x12	8.99/foot
Honduran Mahogany 1 3/4" x 1" to 1 3/4" x 18"	from 0.97 to 17.25
Honduran Mahogany 2 3/4" x 1" to 1 3/4" x 20"	from 1.06 to 30.60

### PLYWOOD

#### Mahogany

1/4" 4 x 8	44.98
1/2" 4 x 8	67.65
3/4" 4 x 8	79.99

#### Teak

1/8" 4 x 8	59.98
1/4" 4 x 8	64.99
1/2" 4 x 8	99.99
3/4" 4 x 8	124.98

#### # 1 Virola

1/2" 4 x 8	29.58
5/8" 4 x 8	34.99
3/4" 4 x 8	39.99
3/4" 2 x 2	6.98
3/4" 2 x 4	11.99
5/8" 2 x 2	6.71
5/8" 2 x 4	10.66
1/2" 2 x 2	6.34
1/2" 2 x 4	10.29

**# 2 Virola**

1/4" 4 x 8	9.98
1/2" 4 x 8	19.99
3/4" 4 x 8	29.99
1/2" 2 x 2	4.73
1/2" 2 x 4	6.89

**Burma teak**

2 3/4" x 1"	3.62
2 3/4" x 2"	7.23
2 3/4" x 3"	10.85
2 3/4" x 4"	14.46
2 3/4" x 5"	18.08
2 3/4" x 6"	21.69
2 3/4" x 7"	25.37
2 3/4" x 8"	28.92
2 3/4" x 9"	32.54
2 3/4" x 10"	31.51
2 3/4" x 11	39.77
2 3/4" x 12	43.38

**DECKING****Ipê 5/4 x 6**

2.25/linear foot

4.50/square foot

**Western Red Cedar 2 x 6**

1.59/linear foot

3.46/square foot

**BRAZILIAN CHERRY FLOORING 3"**: 1.24/linear foot and 4.45/square foot**VEENER****Teak**

2'x2' peel & stick	18.99
2'x4' peel & stick	29.99
2'x2'	13.99
4'x4'	37.99

**Mahogany**

4'x4' peel & stick	47.99
4'x8' peel & stick	93.99
4'x4'	27.99
4'x8'	49.99
2'x2'	9.99
2'x4'	16.99

**Teak** grating heavy duty: 336.90/unit**Teak** grating light duty: 239.98/unit



**MOULDINGS****Mahogany**

Corner 3 3/4"	2.99/unit
Corner 2 1/2"	1.84/unit
Base block 6"	3.42/unit
Base block 5"	1.69/unit
Fluted casing 2 1/4" wide	2.99/foot
Fluted casing 2.3/4 "	3.69/foot
Fluted casing 3 1/2"	4.49/foot
Colonial casing 2 1/4"	2.99/foot
Crown casing 4 1/2"	5.95/foot
Crown casing 3 1/2"	4.49/foot
3/4" quarter round	1.39/foot
3/4" screen mold	1.19/foot
1/2" quarter round	0.95/foot
4 1/45" Victoria base	5.75/foot
1 3/4" Florida decra	2.39/foot

1" base cap	1.49/foot
1 3/8" base cap	1.49/foot
Chair rail 3" wide	3.65/foot
Half round 3/4"	0.99/foot
Florida decra 1 3/4"	2.39/foot
Base cap 1 3/8"	1.89/foot
Base cap 1"	1.89/foot
Screen mold 3/4"	1.19/foot
Outside corner 3/4"	1.19/foot
Outside corner 1 1/4"	2.30/foot

**Teak**

3/4" batten	1.19/foot
1 1/4" batten	0.99/foot
1 3/4" batten	1.59/foot
7/8" "J" batten	1.09/foot
3/4" quarter round	1.09/foot
1/2" quarter round	1.01/foot

**HOME DEPOT, Miami, in USD**

Laminated flooring natural Teak	2.77/square foot
Bifold doors Mahogany	39.00/unit

**ALLWOODS, Miami, in USD**

Brazilian cherry floor: 5.99/square foot installed with a minimum of 500 sf.

**FLOORWORX, Miami, in USD**

Brazilian exotic floor: 2.99/sf do-it-yourself and 5.49/sf installed  
 Bamboo floor: 4.89/sf do-it-yourself and 7.99/sf installed  
 African exotic floor: 5.44/sf do-it-yourself and 8.74/sf installed  
 Kahrs Linnea floor: 3.59/sf do-it-yourself and 6.19/sf installed  
 GIB floors in promotion: Cabreuva, Amendoim, Jatoba, Timborana at 2.69/sf do-it-yourself and 4.99/sf installed

## ANNEX I

### THE BIOTERRORISM ACT OF 2002

Pursuant to the Bioterrorism Act of 2002 ([www.fda.gov/oc/bioterrorism/PL107-188.pdf](http://www.fda.gov/oc/bioterrorism/PL107-188.pdf)), the FDA requires registration of all existing food facilities with the Agency by December 12, 2003 and, in the future, of every such facility prior to importation. If any facility is not registered in a timely fashion with the FDA, whether located in the U.S. or otherwise, its products will not be allowed to enter the U.S. commercial marketplace.

#### **Who Has To Register?**

Every location throughout the World that manufactures, packs, processes, stores, labels or otherwise “handles” foods or beverages intended for U.S. consumption must be separately registered with the FDA. “Foods or beverages” include (but are not necessarily limited to) food ingredients, packaging, perishable foods, food components, dietary supplements, candies, infant formula, drinking water, alcoholic beverages and even animal foods. There are certain exemptions ---farms, restaurants and retail establishments selling food directly and only to end consumers, in general, do not have to register. Only owners, operators in charge or designated U.S. Agents may register a facility with the FDA.

#### **What Is a U.S. Agent?**

A U.S. Agent is a party located in the United States designated by a facility located outside of the United States to serve as a type of “middleman” with the FDA. All food facilities throughout the world that are not located within the United States must appoint a U.S. Agent as a part of their registration process with the FDA.

#### **What Does a U.S. Agent Do?**

Minimally, the U.S. Agent must be available to the FDA to communicate messages to the food facility in the event the Agency is unable to contact that facility directly and to maintain the facility's registration information with the FDA. Having passed a message to the designated U.S. Agent, the FDA will consider the message delivered to the food facility. Similarly, if the U.S. Agent relays a message to the FDA on behalf of the facility, the FDA will not question the content of the communication. Accordingly, at the very least, the U.S. Agent must be reputable, trustworthy and responsive.

In truth, however, a U.S. Agent can do as much (or as little) as the food facility instructs. The U.S. Agent, for example, is the only party other than the operator in charge or the owner of the facility who can register that facility with the FDA. Accordingly, the facility may wish to provide its U.S. Agent with authorization for timely registration and registration updates. The U.S. Agent can maintain databases of registration information in the case of companies with multiple facilities registered and can be authorized to disseminate that information throughout the supply chain in order to facilitate importation and timely submission of Prior Notice to the Agency.

Importantly, the relationship between the food facility and its U.S. Agent depends solely upon the agreement reached between those particular parties. The FDA will not hold the U.S. Agent responsible or liable for any obligation of the food facility, such liability and responsibility solely being as determined (preferably in writing) by the parties themselves.

**For further information:** <http://www.fda.gov/oc/bioterrorism/bioact.html>

**See also:** *The Bioterrorism Legislation and Food Exports to the U.S.*, USAID/GEO – NGMC Technical Bulletin.

## ANNEX II

### PUBLICATIONS IN THE EXPORT MARKET SERIES

- BULLETIN No. 1: RAPID RECONNAISSANCE SURVEY OF THE NEW YORK CITY MARKET FOR GUYANESE PRODUCTS, NOVEMBER 2002.
- BULLETIN No. 2: RAPID RECONNAISSANCE SURVEY OF THE TORONTO MARKET FOR GUYANESE PRODUCTS, NOVEMBER 2002.
- BULLETIN No. 3: THE LONDON MARKET FOR GUYANESE PRODUCTS, A RAPID APPRAISAL, AUGUST 2002.
- BULLETIN No. 4: MARKET PROFILE: BARBADOS – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 5: MARKET PROFILE: TRINIDAD – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 6: MARKET PROFILE: ST. LUCIA – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 7: MARKET PROFILE: ANTIGUA – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 8: MARKET PROFILE: MARTINIQUE – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 9: MARKET PROFILE: GUADELOUPE – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 10: MARKET PROFILE: ST. MAARTEN – A RAPID RECONNAISSANCE SURVEY, FEBRUARY 2003.
- BULLETIN No. 11: MARKET PROFILE: NORTHERN BRAZIL – A RAPID RECONNAISSANCE SURVEY, AUGUST 2003.
- BULLETIN No. 12: MARKET PROFILE: MIAMI – A RAPID RECONNAISSANCE SURVEY, MAY 2004.