



Guyana Marketing Corporation

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

**ANNUAL REPORT
2008**

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EXECUTIVE SUMMARY

Mission Statement

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

This annual report for 2008 has been prepared by **Team GMC** with the objective of providing the Minister of Agriculture, and the Board of Directors of Guyana Marketing Corporation the opportunity of reviewing the activities of the corporation.

During 2008, the Corporation:-

1. Refurbished and re-commissioned the Central Packaging Facility at Sophia;
2. Commissioned the Packaging Agro-Packaging Facility at Parika, East Bank Essequibo;
3. Launched the Grow More Food Campaign;
4. Promoted Guyanese fresh and processed non-traditional agricultural produce by participating in Trade missions and Exhibitions held locally and overseas;
5. Continued to provide an **Export Packaging Facility** whereby farmers and exporters exporting to the Caribbean, namely Antigua, Barbados and Trinidad were required to process fresh produce destined for these markets at these facilities. At the end of the year a total of 1,079 tonnes were processed at the facilities;
6. Maintained its Export Brokerage facility and prepared 240 export documents;
7. Co-ordinated and executed training sessions for farmers and potential exporters in farming communities across the country;
8. Continued to assist exporters of food products to USA with registration with the US Food & Drug Administration, Bio-Terrorism registration. During 2008, assistance was given to sixteen (16) exporters. The total number of exporters assisted since this became a requirement to export food products to the USA is one hundred and seventy one (171).

Continued the operations at **the Central Packaging Facility-Sophia, where 1,079 tonnes were processed in 2008** destined mainly for our three main Regional Markets; Barbados, Antigua and Trinidad. This figure was **7.3% lower than the volume of produce processed for 2007**. In 2007, 1164 tonnes were processed.

The total volume of non-traditional produce and products exported for 2008 was **7,116 tonnes valued at G\$ 1.5 billion or US\$ 7.8 million**. The export volume for 2008 was 3.76% or 278 tonnes lower than that of 2007. The export value for 2008 was 15.09% lower than the export value for 2007.

Of the 7,116 tonnes exported in 2008, 564.5 tonnes or 7.9 % were exported by air and 6,551.27 tonnes or 92.1% were exported by sea.

4856.16 tonnes or 68.24 % of overall total was exported regionally, whilst 2,259.7 or 31.76 % was exported extra-regionally.

Regional

The major importing countries regionally were Trinidad and Tobago (2,726 tonnes), Barbados (941 tonnes), Dominica (889 tonnes), St. Lucia (212.34 tonnes) and Antigua and Barbuda (71.22 tonnes).

There was an overall decrease in exports during 2008. Exports to: Barbados decreased by 35 tonnes, Trinidad by 460 tonnes, Antigua by 61.78 tonnes and to St. Lucia by 115.66 tonnes

However exports to Dominica increased by 847 tonnes.

Extra-Regional

The major importing countries extra-regionally were France (9847.66 tonnes), USA (220.4 tonnes), Lebanon (79.17 tonnes), Switzerland (49.26 tonnes).

Exports to: France increased by 8087.66 tonnes and Lebanon by 18.17 tonnes.

Exports to: USA decreased by 19.6 tonnes and Switzerland by 50.74 tonnes.

The overall export of fresh produce rose by 395.34 tonnes, from 2,001 tonnes in 2007 to 2396.34 tonnes in 2008. The major fresh commodities exported regionally were *pumpkins, plantains, dried coconuts* and *watermelons*. The major fresh commodities exported extra-regionally were *mangoes, pumpkins, eddoes, and hot peppers*.

The overall export of processed products decreased by 676.21 tonnes from 5393 tonnes in 2007 to 4716.79 tonnes in 2008. The major processed commodities exported regionally were *copra, crude coconut oil, and copra meal*.

The major processed commodities exported extra-regionally were *heart of palm, pineapple chunks* and *saucers*.

Nizam Hassan
General Manager
Guyana Marketing Corporation

INTRODUCTION

Guyana Marketing Corporation (GMC) is a government corporation (established under section 46 of the Public Corporations Act, Cap 19:05 of the Laws of Guyana), **that has been working assiduously over the years to promote the cultivation and export of Guyana's non-traditional agricultural products to Regional and Extra Regional markets.**

1.0 MARKETING DIVISION ACTIVITIES

GUYANA SHOP

The Guyana Shop launched on March 24, 2007 is a component of GMC with the overall objectives of:

- 1) Promoting agro-processed products, local fresh produce, and other products that are made in Guyana;
- 2) Facilitating business linkages between local producers and manufacturers and potential buyers;

The Guyana Shop has available over five-hundred products from over thirty (30) agro-processors. These items available include sauces, jams and jellies, canned fruit, coconut milk, coco sticks, detergents, essences, sweets and beverages all made in Guyana.



Bajan official view products in the Guyana Shop

Promotions at the Guyana Shop

- Independence Day Promotion for Agro-processors
- Emancipation Excellence



Customers at the Emancipation Excellence Booth 2008

MARKETING INFORMATION CENTRE

The **Marketing Information Centre** provides quality market and business information for farmers, exporters, agro-processors and other stakeholders involved in agriculture business, on non-traditional agricultural produce and products.

The Marketing Information Centre functions in several capacities including:

1. Gathering market information.
2. Identifying and promoting the economic potential of **new non-traditional agricultural products**, based on the competitive advantages of Guyana.
3. Working with Agencies such as NARI, Plant Health/Quarantine, F&D etc to have challenges in farming communities address more effectively.
4. Working with Potential Investors looking at investing in Guyana both Regionally and Internationally.
5. Training of Farmers in areas of post harvest handling, pricing, good agricultural practices etc.

During 2008, the Marketing Information Centre was involved in several activities, namely;

- a. ***Training of farmers, meetings and outreaches*** in approximately thirty (30) areas of Guyana, including Hogg Island, Bath Settlement, St. Cuthbert's Mission, Wakenaam, Linden and Beribisaballi.
- b. ***Market facilitation and information dissemination*** – A total of 241 persons were served by the staff of the Marketing Information Centre throughout 2008.
- c. **Working with Exporters and Potential Exporters** - Ninety-four (94) exporters and potential exporters from Guyana, Trinidad & Tobago, Jamaica and USA benefited from interaction with our Marketing Officers.
- d. ***Meeting and Coordinating Field Visit with Investor and Buyers*** from Guyana, Trinidad, USA and Canada to specific locations such as Regions 1 & 2, Cotton Tree, Kuru Kuru and Bonasika Creek in Guyana. Twenty-four investors and buyers benefited.
- e. ***Promoting Guyana's fresh and processed products*** by participating and facilitating trade fairs, exhibitions both locally and internationally.

1.1 Exhibitions

Overseas Exhibitions

The corporation was represented at:

- i. **Agrofest 2008, Barbados** – hosted by the Barbados Agricultural Society, March 7- 9, 2008



Agro Fest 2008, Barbados

- ii. **Caribbean Week of Agriculture (CWA) - St. Vincent – October 7-12, 2008.**
- iii. **Guyana Agro Exhibition and Investment Seminar- Canada** was held in Toronto, September 27, 2008. The purpose of this exhibition was to promote Guyanese products to foster greater agro-investment opportunities that exist in Guyana.



Agro Investment Seminar- Canada 2008

- iv. **Agro Business Investment Opportunities Seminar and Mini Exhibition –** November 23, 2008 in New York. This seminar was addressed by His Excellency, Honorable Bharat Jagdeo who highlighted that the aquaculture sector in Guyana is a good place to invest. Agriculture Minister, Honorable Robert Persaud and U.S. Ambassador to Guyana Mr. John Melville Jones also addressed the audience. Mr. Nizam Hassan, General Manager also attended this Seminar and Mini Exhibition.



Guyana Agro-processed products on display at Agro Business Opportunities Seminar & Mini Exhibition - USA 2008

Local Exhibitions

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

- Grow More Food Festival
- Career Day at University of Guyana.
- Regional Agriculture Investment Forum.
- Carifesta Promotion
- West Berbice Night
- Launching World Food Day
- National Climate Unit and Hydro Metrological Service open day.
- Moruca Town Day
- Dedication ceremony of the Food and Agriculture Office in Guyana
- State House Affairs
- Corentyne Main Lime
- Duck Curry Competition
- COTED Pegasus
- Berbice Expo 2008
- Rose Hall Town Career day
- ACDA event
- GMC Open Day

Other Activities

1. Registration of exporters exporting food products to the USA, as a result of new regulations instituted by US Food & Drug Administration (Sixteen (16) registrations were done for 2008);
2. Provided marketing information to farmers, exporters, agro-processors, students and Government Agencies who visited the Marketing information Centre;
3. Managed and maintained the ***FAO AgriMarket Database*** where prices collected from specified markets are entered and reports are generated on a daily, weekly monthly and yearly basis;
4. Collected export data from Plant Quarantine, Customs, Amazon Caribbean, Central Packaging Facility and Caribbean Airlines and prepared monthly reports.
5. Represented the Corporation at the various sub-committees meeting at the Guyana National Bureau of Standards.

GOVERNMENT INTERVENTIONS

Grow More Food Campaign

In response to the rising food prices in early 2008, the Government of Guyana launched the Grow More Food Campaign on March 29, 2008 as one of the Government's commitments in maintaining food security for Guyana, with the main coordinating agency being **Guyana Marketing Corporation**. The Campaign served to satisfy local demand and as well to ensure that adequate food is available for the export markets. It adopts a market – driven approach, which seeks to ensure increased food production is closely linked to what the market demands.

The campaign also allowed for individuals and households to get on board by embracing the kitchen garden concept, which will result in much needed saving to families across the country.

Two major interventions were undertaken to sensitize the public of the Campaign;

1. **Grow More Food Caravan** – The Minister and Officers from Ministry of Agriculture as well as supporting agencies embarked on a country wide campaign to meet with farmers and households, so as to address problems affecting farming and as well as to sensitize them on Grow More Food Campaign. In the caravan, vegetables seeds and plants were distributed to farmers and household so as to get them on board the Campaign. By the end of 2008, over 100,000 packets of seeds and plants were distributed in over 140 communities countrywide. Seeds distributed were; Poi, Pak Choy, Cabbage, Cucumber, Egg Plant, Hot Pepper, Butternut Squash, Parsley, Celery, Bora, Watermelon, Tomato, Lettuce, Sweet Pepper, Okra, Broccoli, Eschallot, Corn and Red Beans. Seeds were also distributed on a daily basis at Guyana Marketing Corporation and Ministry of Agriculture.
 - Over twenty five (25) farmers groups were targeted in the campaign, where they benefited from; seeds, plants, chemicals, tools, fertilizers and Farmers' Manuals.
 - The campaign also targeted schools by making seeds available for the Schools' Gardening Competition.
2. **Grow More Food Festival** – The *Grow More Food Festival* held on July 19, 2008 at the Guyana National Stadium, Providence was a major initiative in which GMC participated. It represented a collaborative effort between the Ministry of Agriculture, Guyana Marketing Corporation and the Private Sector to showcase Guyana's Agriculture Sector and its' potential to supply food for export markets. This festival also attracted the attention of the Private Sector, recognizing the role they play in the development of Guyana's Agriculture in ensuring food security.

Agencies such as GMC which come under the Ministry of Agriculture, promoted their services to farmers and other agro-business persons. There was also a display of locally made and manufactured produce and handicraft.



Guyana Marketing Corporation Booth at the Grow More Festival, Guyana National Stadium, Providence.

The public was also sensitized by the; 1) **Media**; Television, Radio and Newspaper, 2) **Guyana Marketing Corporation**; Training Session, by handing out Grow More Food Booklet and quarterly Newsletter, 3) **Billboards** – some thirteen were erected across the country.



One of the “Grow More Food” Billboards on the East Coast Demerara Highway at Mon Repos

Testimony to the Grow More Food Campaign, fruits and vegetables can be found more readily available on the local markets and at much cheaper prices than 2008.

Government Food Assistance Programme

GMC implemented the *Government of Guyana subsidized Flour project* in 2008. This project saw the GMC distributing 134 tonnes of flour to over 100 communities. This project lasted for four months and was executed simultaneously with the Grow More Food campaign.

In addition to the flour project, the corporation was also involved in the sale of rice and sugar to communities that were not adequately serviced by the private sector.

1.2 PACKAGING FACILITIES

Central Packaging Facility (CPF)

The Central Packaging Facility was established in October 2000 and re-commissioned on January 25, 2008.

The Packaging Facility is opened daily at the request of exporters and has equipment that can be used for washing, drying and grading of non-traditional agricultural produce. Improvements continued to be carried out at the Central Packaging Facility during 2008 and are as follows:

- Purchasing of additional tanks resulting in the adequate availability of water.
- Rewiring of the entire building.
- Increase in the spacing.



The Re-furbished Central Packaging Facility – Sophia

Several pieces of new equipment were also installed at the Central Packaging Facility, namely;

- Eighteen (18) extractor fans
- Fifteen (15) stainless steel tables

- Four (4) expandeveyors
- Two (2) digital scales
- Three (3) pallet jacks

Parika Packaging Facility (PPF)

The Parika Agro-Packaging Facility was established on October 1, 2008 in response to the need for a facility that was accessible for preparing fresh produce from Parika and Essequibo for export to the Caribbean.

Trade Protocols exist between Guyana and several countries within the region that require exporters of fresh fruits and vegetables to package their produce at an established packaging facility prior to it being exported.

Prior to the establishment of the Parika Agro-Packaging Facility, farmers and exporters countrywide had to transport their produce to the Guyana Marketing Corporation's (GMC) Central Packaging Facility located at Sophia, in Georgetown.

The Parika Agro-Packaging Facility now allows for large volumes of produce which originate from locations throughout Regions 1, 2 and 3, to be prepared for export at no cost to the farmer and exporter, thereby guaranteeing farmers and exporters a value-added production facility that will enhance the marketability of local produce.

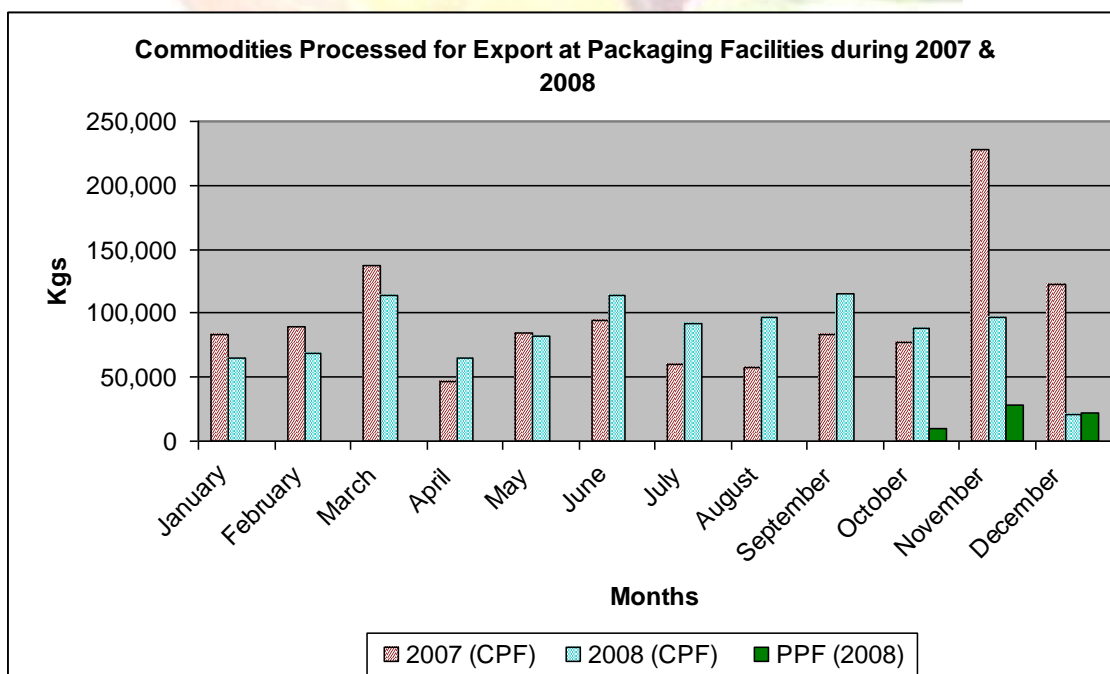
The \$89M facility which directly benefits more than 3,000 farmers aims to promote further development of the non-traditional crops sector and is part of Government's wider focus on agricultural diversification. It caters for all preparations for export, ranging from post harvest to cleaning, washing, drying, packaging and cold storage.

A total of twenty (20) exporters used the packaging facilities in 2008. Nineteen of these exporters used the 20ft and 40ft containers whilst one exporter used air cargo to send his produce to Grenada.

A total of 1,138 tonnes of produce was shipped from the Packaging Facilities during 2008. This represented 26 tonnes or 2.2 % less than 2007. The table below shows a comparison between the total produce shipped from the Packaging Facilities during 2007 & 2008.

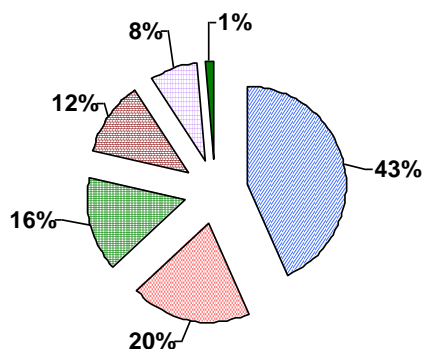


Opening of the Parika Agro-Packaging Facility



Produce processed at the Central Packaging Facility and Parika Agro Processing Facility is mainly exported to Barbados, Antigua, Trinidad, Grenada and Canada.

Major Commodities Processed at Packaging Facilities during 2008



■ Pumpkin
 ■ Watermelon
 ■ Plantain
 ■ Coconuts (dry)
 ■ Eddoes
 ■ Pineapple

Training

- Training for packers was done at CPF. There were 35 participants at this training.
- Training was also provided for packers at the Parika Agro Processing Facility. There were seventy-two (72) participants at this training.
- Training was also done for farmers at Parika.
- Training for farmers at Guyana School of Agriculture, Mon Repos.

Meetings

- Meetings were held for exporters.
- Presentation was done for GNBS.
- Participated in Television Programmes to educate viewers on Grow More Food Campaign and Packaging Facilities.

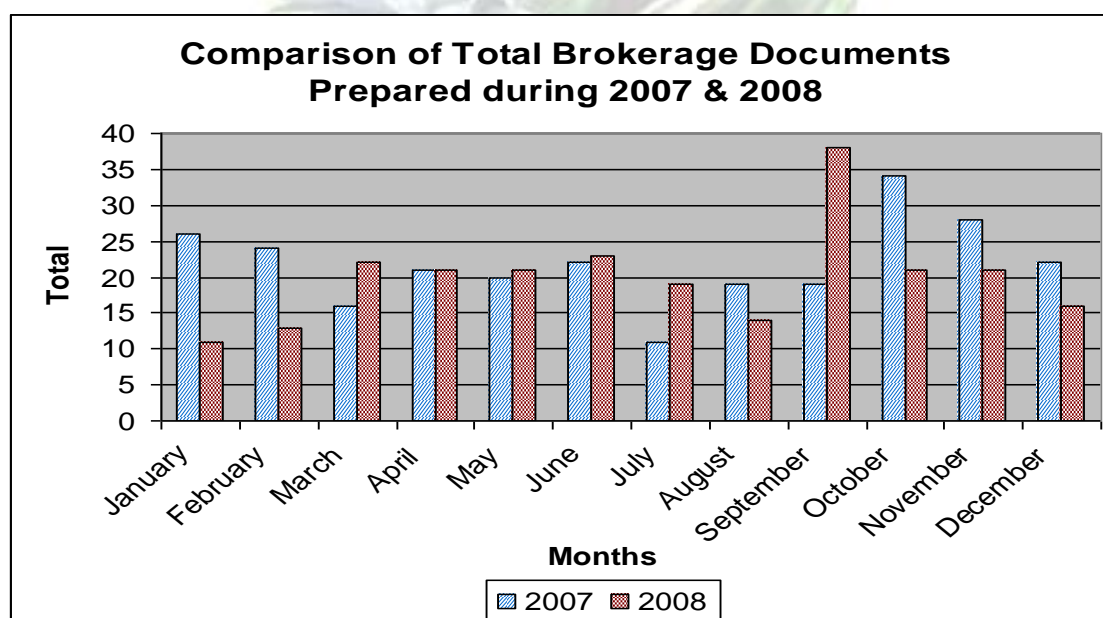
Visits

- The Plant Health Unit of Barbados visited the Packhouses.

1.3 Export Brokerage

During 2008, the corporation maintained its export brokerage service to farmers, exporters and agro-processors and prepared 240 documents. Of this figure, 62 were for fruits and vegetables, 44 for seafood and 134 were for other commodities such as wood, clothing jewelry and craft.

Gross revenue earned by this activity was G\$ 725,712.00



1.4 Training

Training was provided to farmers in several areas throughout Guyana. These training sessions covered activities from planting to marketing, such as post harvest handling, products costing and pricing and labeling etc. The following agencies were involved in the process:

1. Ministry of Agriculture Extension Department
2. National Agricultural Research Institute (NARI)
3. Guyana Marketing Corporation (GMC)

The table below shows the results of the training and the number of farmers that benefited from the training.

Location	Training	No. of Persons
Trafalgar, Region 5	Post harvest handling, product costing and	65

	pricing, labeling etc	
St.Cuthbert's Mission	Post harvest handling, product costing and pricing, labeling etc	55
Parika Packaging Facility	Post harvest handling, product costing and pricing, labeling etc	15
Kumaka, Region 1	Post harvest handling, product costing and pricing, labeling etc	40
Port Kaituma, Region 1	Post harvest handling, product costing and pricing, labeling etc	75

Other areas in which training occurred included:

1. Leguan
2. Kuru Kuru
3. Laluni
4. Alik
5. Beribisaballi
6. Lanaballi
7. Hogg Island
8. Cane Grove
9. Ridge-Wakenaam
10. Morashee
11. Hubu
12. Wakeanaam
13. Jack's Pineapple Farm (Loo Creek)
14. Conduct Marketing training sessions with Pomeroon & Vilvoorden Women's Group

The staff of GMC was also trained by Global Technology in the use of Microsoft Excel.



GMC Staff after Training in Microsoft Excel

1.5 Field visits

Field visits were done on almost on a fortnightly basis by the Marketing Officers of the Guyana Marketing Corporation. The Marketing Officers readily responded to emergency situations. The main aim of these visits was to address the marketing issues affecting the farmers in these communities, as well as to

Some visits were as follows:

- Farm visit to DeSilva and Garraway in Pomeroon, Region 2.
- Visit to Mr. Baljit's farm at Moblissa with a team from U.S.A. The purpose of this visit was to look at an experiment project that they could pursue.



USA team with Marketing Manager, Mr. Hanif at Mr. Baljit's farm

- Visited Linden and areas in Regions 3 and 5 with officials from Century Eslon Limited (Trinidad & Tobago) to meet farmers and promote better post harvest handling of produce using crates.
- Farm visits were carried out in other areas, linking potential exporters with farmers. Some areas visited were:
 - Region # 1.
 - Namrick Back- Parika.
 - Cotton Tree Village.
 - Bath Settlement, Region 5
 - Black Bush Polders
 - St. Cuthbert's Mission.
 - Ruby Back Dam – Parika
 - Bonasika Creek
 - Canal # 1 Polder, W.B.D.
 - Kuru Kuru

1.6 Seminars and Workshops Participation

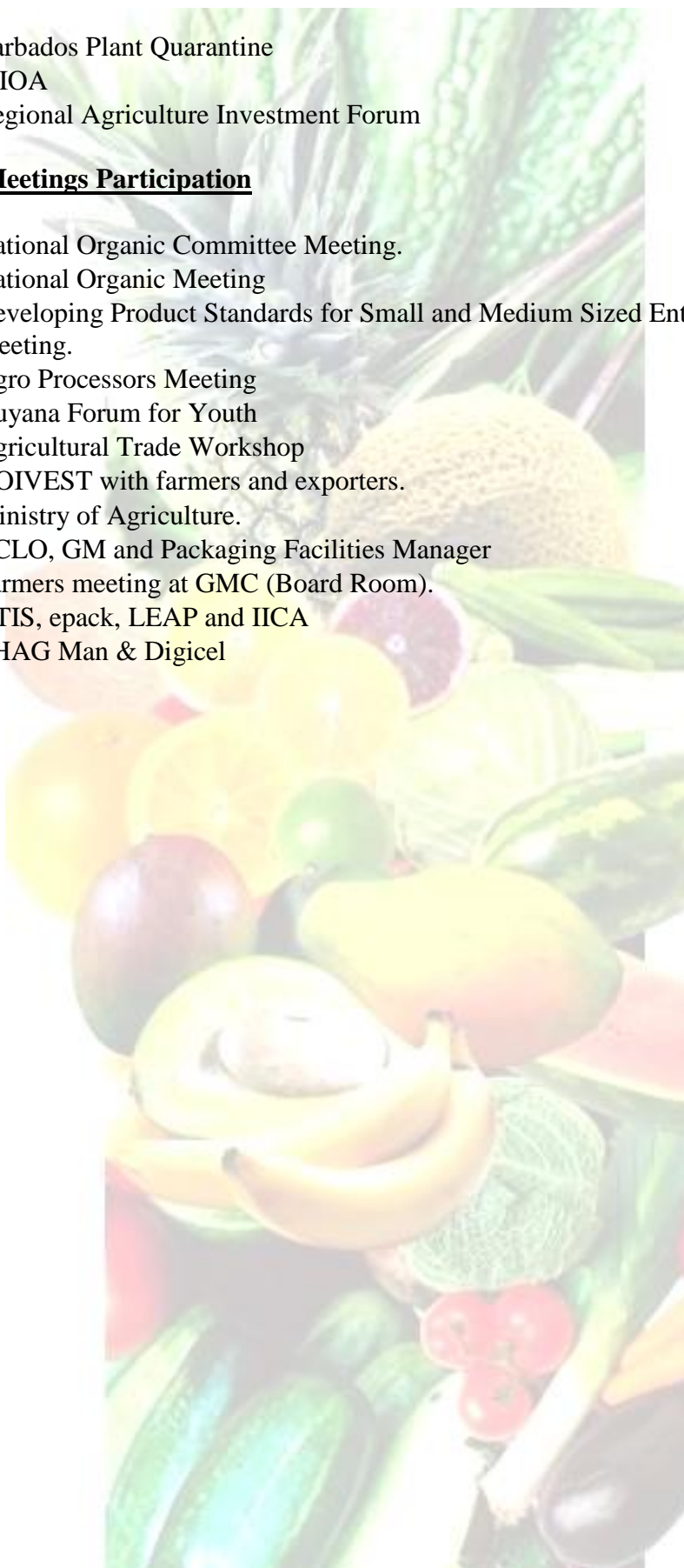
Attended and/or participated in:

- Ameliorating Binding Constraints Facing Small and Medium Sized Enterprises in the Caribbean. This was held in St. Lucia from June 25-27, 2008 and was attended by Ms. Rosaline Perkins, Market Analyst.
- IICA – Strengthening the Export Capability Workshop.
- IICA & OAS - Hotel Partnership and How to Guide – Developing Culinary Tourism Workshop.
- Standards and Trade Development Facility (STDF) – Common Vision Session.

- Barbados Plant Quarantine
- MIOA
- Regional Agriculture Investment Forum

Meetings Participation

- National Organic Committee Meeting.
- National Organic Meeting
- Developing Product Standards for Small and Medium Sized Enterprises (SME) Meeting.
- Agro Processors Meeting
- Guyana Forum for Youth
- Agricultural Trade Workshop
- GOIVEST with farmers and exporters.
- Ministry of Agriculture.
- CCLO, GM and Packaging Facilities Manager
- Farmers meeting at GMC (Board Room).
- GTIS, epack, LEAP and IICA
- THAG Man & Digicel



2.0 ADMINISTRATIVE /ACCOUNTING UNIT ACTIVITIES

Administrative

Recruitment

1.	Colin Francis, Shop Assistant	-	8/1/2008
2.	Delon Mc Donald, Marketing Officer	-	14/1/2008
3.	Daniram Deolall	-	17/3/2008
4.	Colin Major, Supervisor	-	25/3/2008
5.	Richard Parasram, Marketing Officer	-	7/5/2008
6.	*Shomaine Pershad (Special activity in the A/cs Dept)	-	15/5/2008 (<i>on contract</i>)
7.	Milton Dookie, Regional Marketing Co-ordinator	-	19/5/2008
8.	Ramkarran, Watchman	-	19/5/2008
9.	Bissondial Dhani, Watchman	-	19/5/2008
10.	Rayman Ally, Watchman	-	28/5/2008
11.	Dennis Callender, Watchman	-	1/6/2008
12.	Cleland Kingston, Shop Assistant	-	2/6/2008
13.	Mohammed Shaw, Researcher	-	2/6/2008 (<i>on contract</i>)
14.	Ghansham Singh, Pack House Assistant	-	16/6/2008
15.	Shomaine Pershad, Senior Accounts Clerk	-	1/7/2008
16.	Deodram Garbarran, Supervisor	-	14/7/2008
17.	Vanetta Mentore, Market Analyst	-	29/12/2008

*On completion of Shomaine Pershad's contract, she was recruited as Senior Accounts Clerk

Temporary Employment

1.	Dhiraj Roonow, Marketing Officer	-	12/5/2008
2.	Trevon Poole, Work Study Student (GSA)		
3.	Dork Bess, Work Study Student (GSA)		
4.	Mary Melville, Work Study Student (GSA)		
5.	Shiloh Mustafa, Work Study Student (GSA)		
6.	Donnette Primo, Relief Cleaner		
7.	Setangalie Conhaya, Research Assistant		
8.	David Pusselwhyte		

Resignation

1.	Jerrel Leander, Marketing Assistant	-	1/3/2008
2.	Delon Mc Donald, Marketing Officer	-	25/3/2008
3.	Dennis Callender, Watchman	-	1/11/2008
4.	Rayman Ally, Watchman	-	1/11/2008
5.	Rosaline Perkins, Market Analyst	-	6/12/2008

Dismissed

- | | | | |
|----|------------------------------------|---|-----------|
| 1. | Daniram Deolall, Marketing Officer | - | 23/3/2008 |
| 2. | Bissondial Dhani, Watchman | - | 1/11/2008 |
| 3. | Ramkarran, Watchman | - | 1/11/2008 |

Suspended

- | | | | |
|----|--------------------------|---|----------------|
| 1. | Kenneth Vickerie, Driver | - | 22 – 24/7/2008 |
| 2. | Rommel Khan, Driver | - | 22 – 31/7/2008 |
| 3. | Colwin Major, Supervisor | - | 11 – 13/9/2008 |

Others

1. A report was made by a citizen of New Amsterdam relating that persons were stealing the zinc sheets from the Guyana Marketing Corporation, New Amsterdam building.
2. A visit was made to that location by the Administrative Assistant and a Driver and found that the building was stripped of all the electrical wires, toilet bowls, sinks, zinc sheets were missing and the fence destroyed. The compound was covered with bush.
3. This was reported to the General Manager and the following were put in place immediately:
 - (a) Weeding and spraying of grass was done to the compound.
 - (b) A security service, United Associates Security & Domestic Services Inc. was contacted and put in place. A contract agreement, between Guyana Marketing Corporation and United Associates Security & Domestic Services Inc. was signed.
 - (c) A guard hut was constructed and painted to accommodate the security guards.
4. Quotations were submitted to have the fence repaired.
5. Vehicle PGG 7369 is presently in the workshop. Cannot find one (1) part, the servo, to complete the repairs. Checks were made and to no avail.
6. Ms Celestine Butters, Packaging Facilities Manager and Neville Stephen, Marketing Officer were relocated to the Central Packaging Facility.
7. Total Protection System installed an alarm system to the offices at the Central Packaging Facility.

Accounts

The corporation's budget for 2008 was:-

* Current (revised)	-	G\$ 679,825,000.
Capital	-	G\$ 14,000,000.

*Includes the operating costs, fertilizer and flour projects)



3.0 PRICE TRENDS AND SUPPLY

Price Trends

During the year 2008 wholesale and retail prices for commodities were collected from several markets. These markets were as follows:

- Stabroek Retail Market
- Stabroek Wholesale Market
- Bourda Wholesale Market
- Bourda Retail Market
- Parika Opengate
- Parika Farmgate
- Anna Regina Wholesale Market
- Charity Wholesale Market

2.1.1 Retail Prices

The average retail prices for commodities during the year 2008 fluctuated at both Bourda and Stabroek Markets. The price of some fruits such as, pineapple and sapodilla showed minor increases, while papaw, passion fruit and lemon showed major price increase.

At Bourda Market there was a scarcity of commodities – cherry, golden apple, green corn, mutton and black-eye for one or more quarters of the year under review.

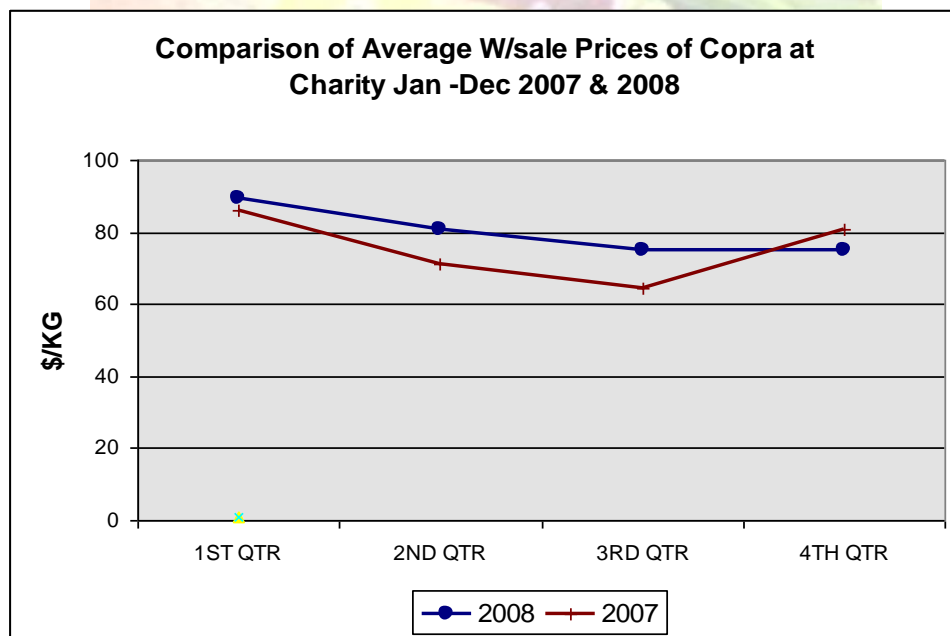
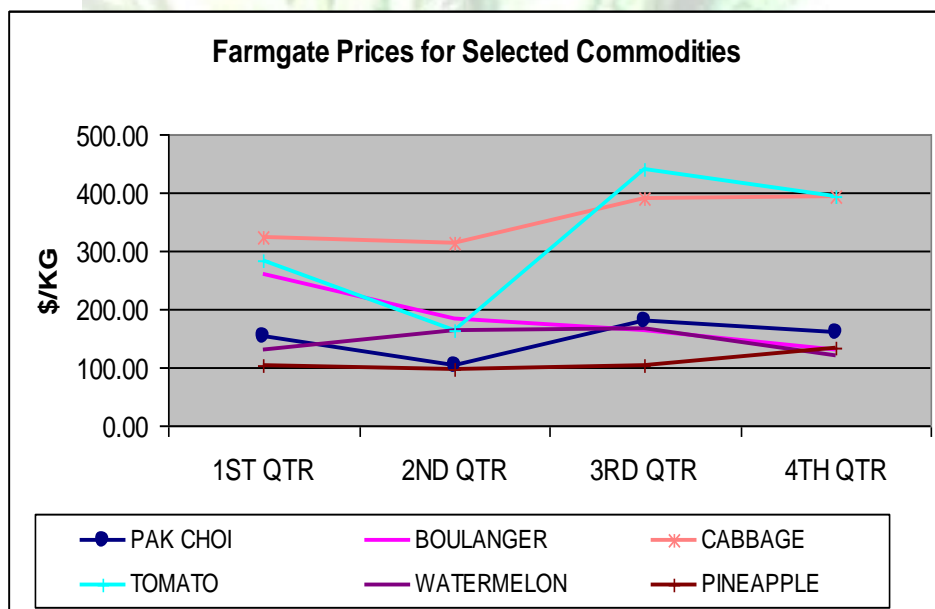
Price movements of vegetables for the third and fourth quarters of 2008 showed that there was increase. One vegetable that showed significant price increase in the third and fourth quarters was tomato.

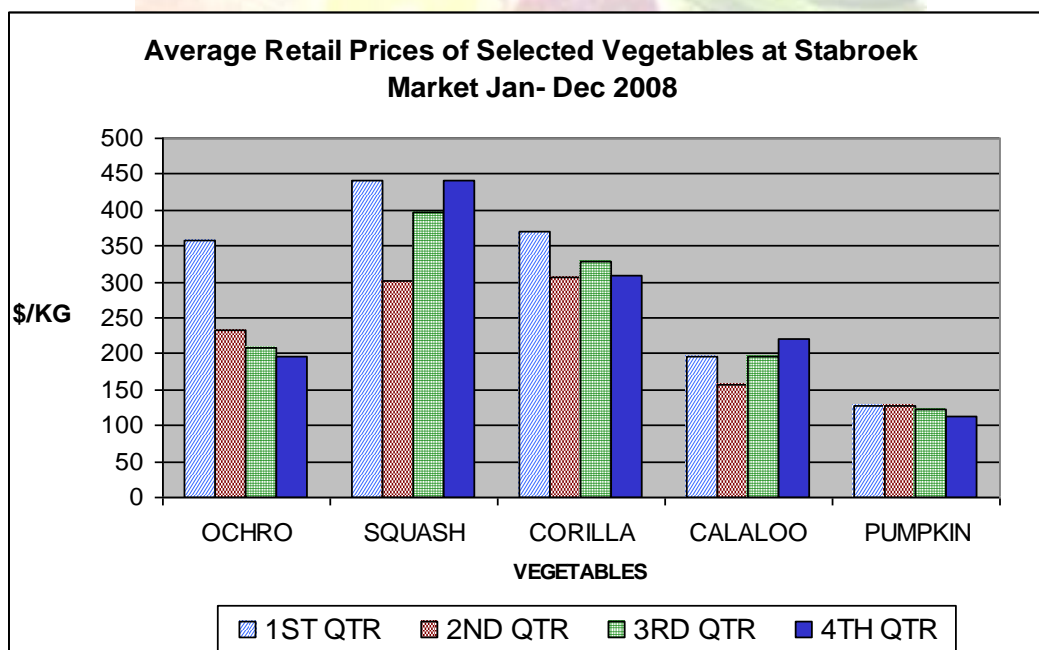
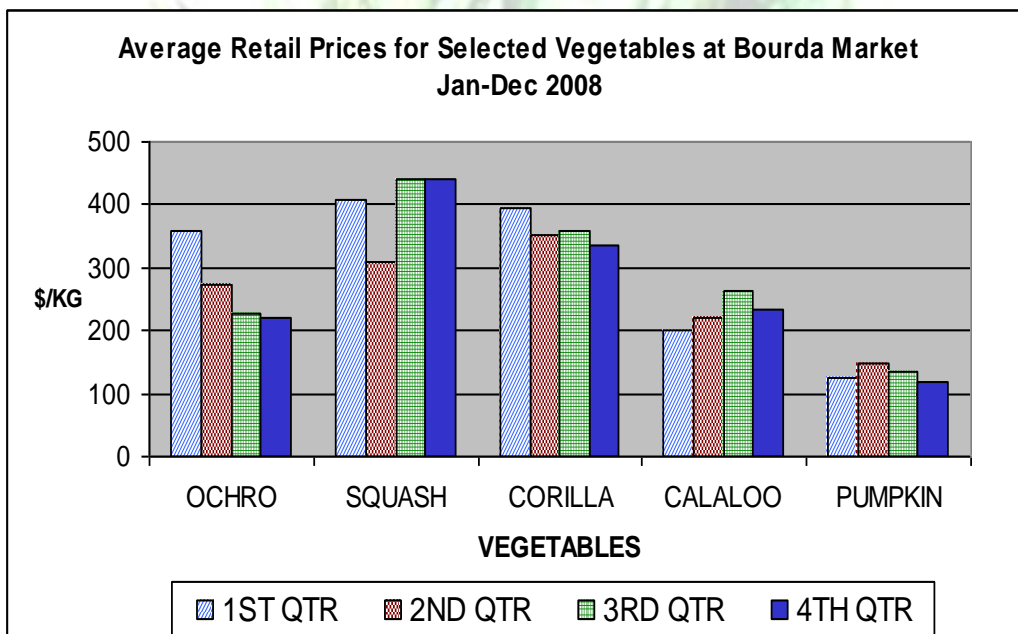
Price movements for bouldangers and ochroes however showed decrease in the latter half of the year. The price of squash remained constant in the third and fourth quarters of 2008.

At Stabroek, scarcities existed for some fruits, namely sour-fig banana, carambola and golden apple for three consecutive quarters of the year. Price movements for most ground provisions showed continuous increase throughout the year. Prices for the major vegetables – cabbages, corilla, ochroes, bouldangers, cucumber and pumpkin reduced in the final quarter of the year in comparison.

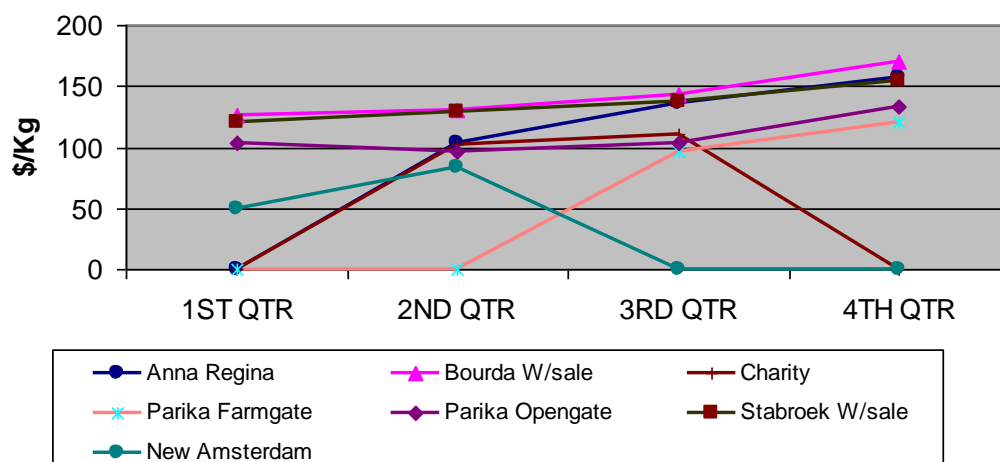
Table 1B shows the average retail prices for selected commodities at Bourda and Stabroek Markets.

The graphs below illustrate some wholesale and retail observed price trends.

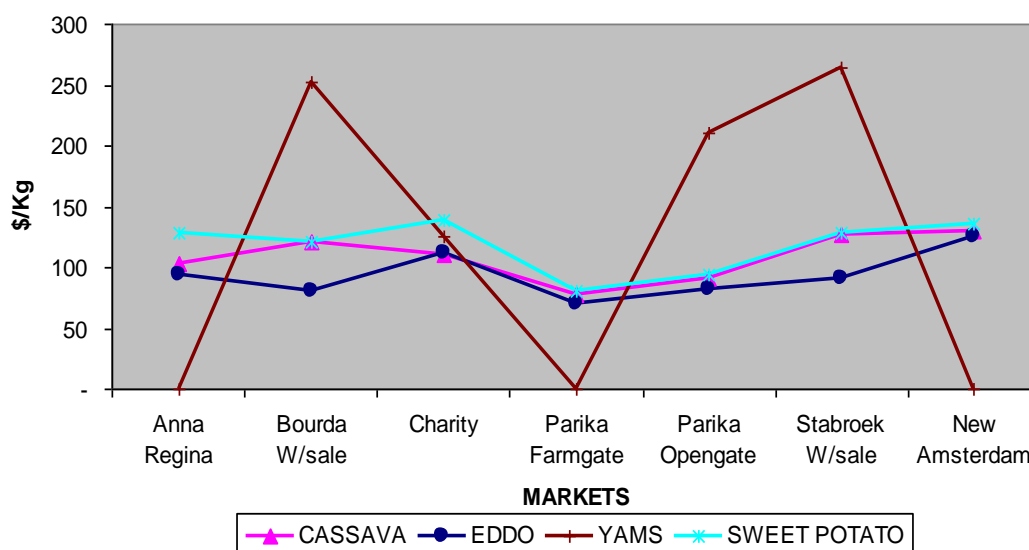




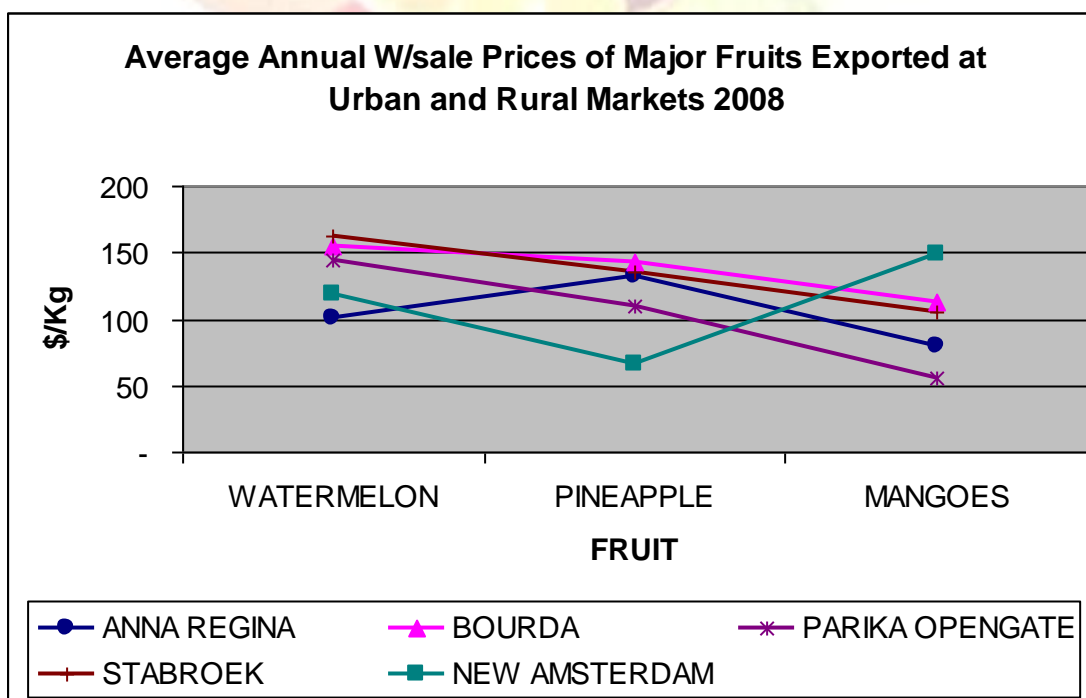
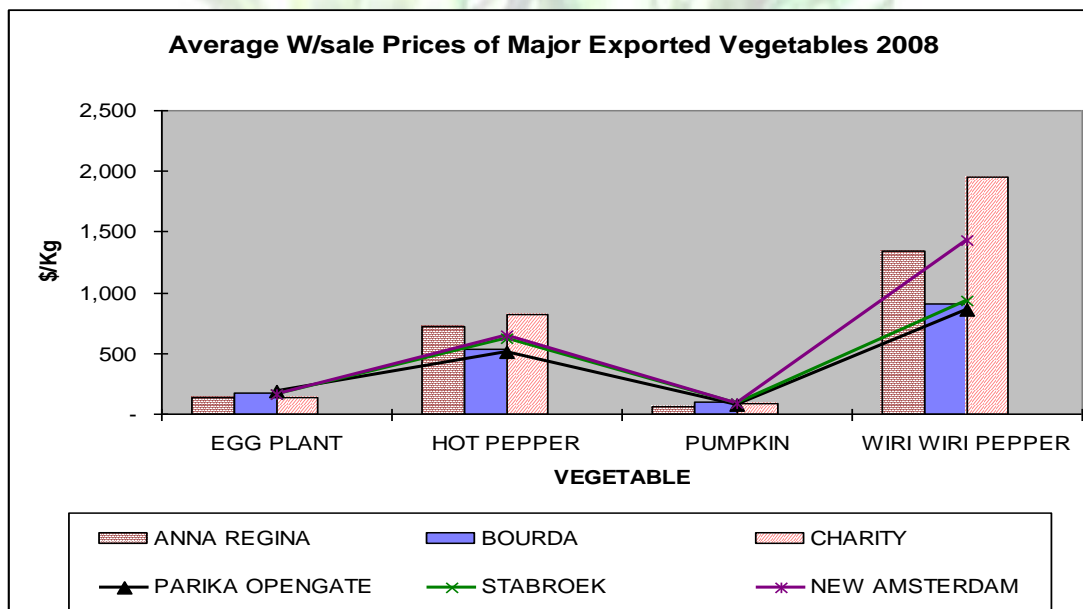
Average Wholesale Prices for Pineapple at Various Markets 2008

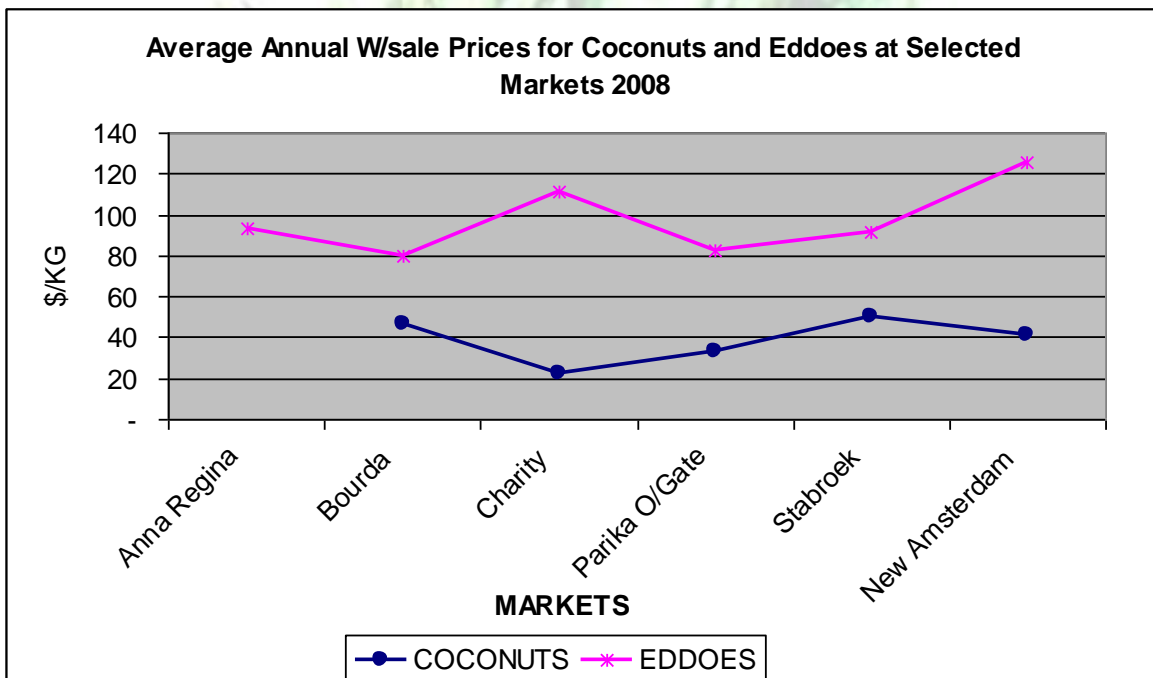


Average Annual W/sale Prices of Ground Provisions 2008



Average Wholesale Prices of Major Exports





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

The total volume of non-traditional products exported during 2008 was 7116 tonnes valued at G\$ 1.5 billion or US\$ 7.8 million. Exports for 2008 were 3.76 % or 278 tonnes lower than that of 2007.

Of this figure, 564.5 tonnes or 7.9 % were exported by air and 6551.27 tonnes or 92.1% were exported by sea.

4856.16 tonnes or 68.24 % of overall total was exported regionally, whilst 2259.7 tonnes or 31.76 % was exported extra-regionally.

The major importing countries regionally were Trinidad and Tobago (2,726 tonnes), Barbados (941 tonnes), Dominica (889 tonnes), St. Lucia (212.34 tonnes) and Antigua and Barbuda (71.22 tonnes).

The major importing countries extra-regionally were France (9847.66 tonnes), USA (220.4 tonnes), Lebanon (79.17 tonnes), Switzerland (49.26 tonnes).

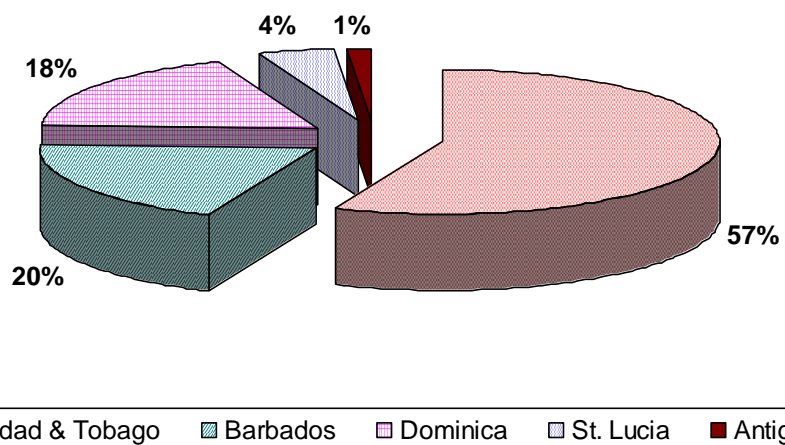
The major fresh commodities exported regionally were pumpkins, plantains, dry coconuts and watermelons. The major processed commodities exported regionally were copra, crude coconut oil and copra meal.

The major fresh commodities exported extra-regionally were mangoes, pumpkins, eddoes, and hot peppers. The major processed commodities exported extra-regionally were heart of palm, pineapple chunks, sauces and pepper sauce.

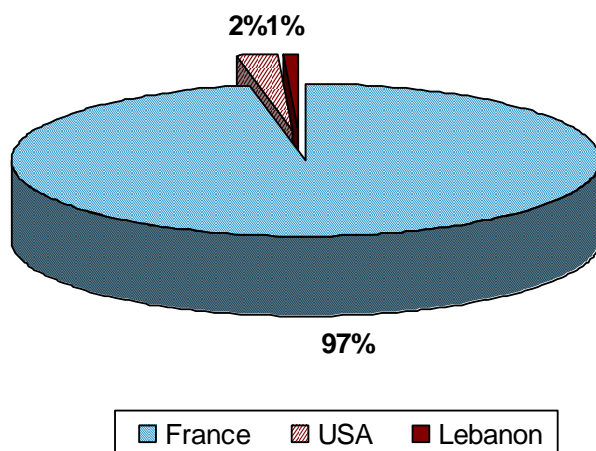
Fifty five (55) fresh products were exported and twenty-eight (28) processed products were exported for 2008.

Major commodities exported included copra (1903.13 tonnes), crude coconut oil (1455.31 tonnes), heart of palm (1030.09 tonnes), pumpkins (485.49 tonnes), mangoes (441.42 tonnes), plantains (309.97 tonnes), coconuts (267.69 tonnes), watermelons (215.26 tonnes), Copra meal(134.66 tonnes)), eddoes (115.73 tonnes), hot pepper(47.46 tonnes), pineapple chunks (37.59 tonnes), bora (32.43 tonnes), coconut water (31.78 tonnes) and pineapples (25.93 tonnes).

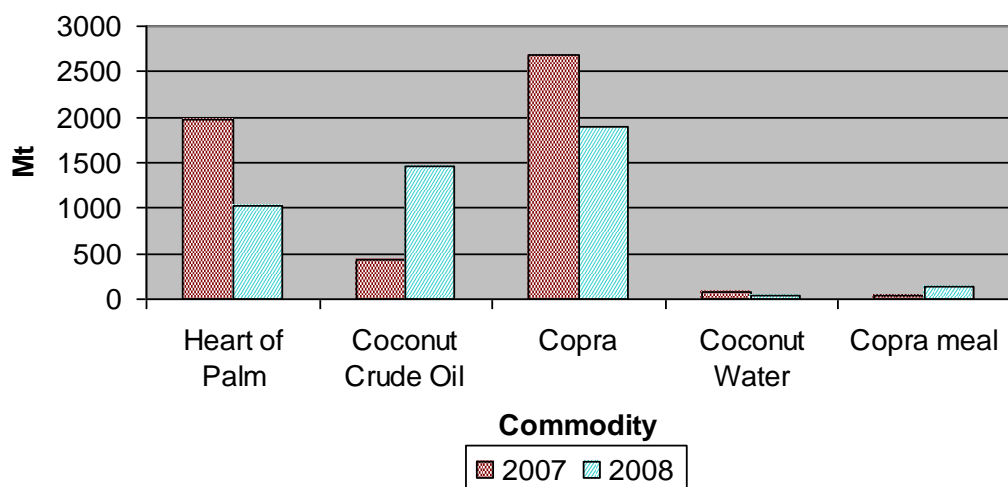
Major Regional Importing Countries 2008



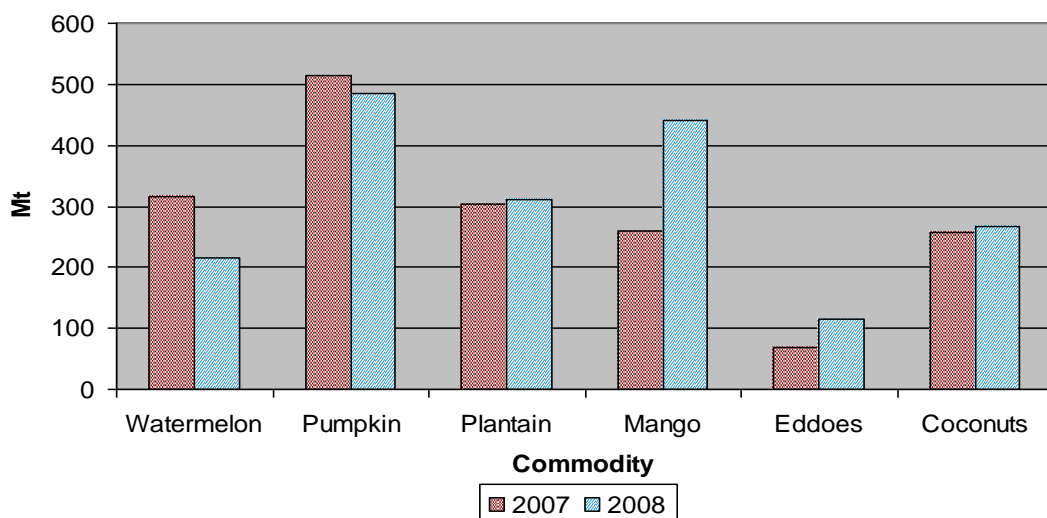
Major Extra-Regional Importing Countries 2008



**Comparison of Major Exported Processed Commodities
2007 & 2008**



**Comparison of Major Exported Fresh Commodities
2007 & 2008**



5.0 RELATIONSHIP BETWEEN THE CORPORATION AND ITS CLIENTS

Throughout the year the corporation maintained cordial relationships with public sector agencies, private sector organizations and companies, international agencies and farmer organisations. Major stakeholders were:

- Ministry of Agriculture
- Guyana Office for Investment
- National Agricultural Research Institute
- Inter American Institute for Cooperation on Agriculture
- Food & Agriculture Organisation
- Guyana National Bureau of Standards
- Pomeroon Women's Small Cottage Association
- Caribbean Airlines
- Guyana Forum for Youth in Agriculture
- Linden Economic Advancement Programme
- Tourism and Hospitality Association of Guyana
- Regional Agriculture Investment Forum
- MIOA
- Digicel
- Organization of American States

Additionally, the corporation strengthened its relationship with the many agro-processors in Guyana.

PUBLIC RELATIONS

Guyana Marketing Corporation, through its Senior Marketing Officer continued to keep the public well informed through several features, press releases, television programmes and publications.