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Caribbean Basin

Exporter Guide

Caribbean Basin Exporter Guide

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Report Highlights:

The United States exported over \$1 Billion in U.S. consumer-oriented products to the Caribbean Basin in 2017, a two percent increase from 2016. Caribbean islands rely heavily on imported food products, particularly from the United States, which is the main supplier of food products to the Caribbean. This report aims to provide U.S. suppliers general information on export opportunities in the Caribbean Basin.

Post:

Miami ATO

MARKET FACT SHEET: CARIBBEAN BASIN

EXECUTIVE SUMMARY¹

The Caribbean is one of the most fragmented and diverse regions in the world. Countries generally have good relations, including close commercial and social ties, with the United States. Agricultural production and processing is limited, and tourism is the leading industry in the region. As the tourism industry continues to rebound from an active 2017 hurricane season, opportunities for U.S. agricultural exports continue to emerge. In 2017, total imports of agricultural and related products reached \$2.8 billion, a 4 percent increase compared to 2016.

IMPORTS OF CONSUMER ORIENTED PRODUCTS

In 2017, the Caribbean Basin imported \$1.86 billion of consumer-oriented products, a 3 percent increase from 2016. Consumer-oriented foods represent approximately 66 percent of all agricultural imports. The United States is the main supplier of food products to the Caribbean. U.S. exports of consumer-oriented products surpassed \$1 billion in 2017, a two percent increase from 2016.

FOOD PROCESSING INDUSTRY

Food production is minimal in the islands covered by the Caribbean Basin Agricultural Trade Office (CBATO). With limited arable land, scant water resources in some islands, no economies of scale, and a small food-processing sector, the islands of the Caribbean must import most of their food needs. In fact, bulk and intermediate agricultural products account for less than 20 percent of U.S. agricultural and related exports to the CBATO islands.

RETAIL FOOD INDUSTRY

An estimated 55 to 65 percent of consumer-oriented agricultural imports in the Caribbean are destined for the retail sector. According to Euromonitor International², retail sales in the top five CBATO markets (see “Quick Facts CY 2017” Table) amounted to over \$3 billion in 2017, a 5 percent increase from 2016, and 50 percent of all retail sales in the region.

FOOD SERVICE INDUSTRY

Tourism is a key factor in generating demand for U.S. products in the food service sector. Investments in tourism infrastructure in recent years have strengthened the long-term potential of the region’s hotel, restaurant and food (HRI) service sector. Overall, the Caribbean’s HRI food service sector is estimated to account for 35-45 percent of consumer-oriented agricultural imports.

QUICK FACTS CY 2017		
Imports of Consumer Oriented Products (USD)	\$1.86 billion	
GDP Per Capita (CBATO Region)	\$7,500 - \$85,700	
Population	4 million (CBATO Region)	
Top 5 CBATO Markets for U.S. Ag and Related Products	<ol style="list-style-type: none"> 1. Trinidad and Tobago 2. The Bahamas 3. Bermuda 4. Aruba 5. Barbados 	
Top 5 CBATO Markets for U.S. Consumer Oriented Products	<ol style="list-style-type: none"> 1. The Bahamas 2. Trinidad and Tobago 3. Bermuda 4. Aruba 5. Cayman Islands 	
Top 10 U.S. Consumer Oriented Exports	1. Poultry	6. Wine & Beer
	2. Dairy	7. Non-Alcoholic Bev
	3. Prepared Food	8. Fresh Fruit
	4. Beef	9. Pork
	5. Snacks	10. Fresh Vegetables
U.S. Fish Exports	\$44 million	

Strengths/Weakness/Opportunities/ Threats	
Strengths	Weakness
The United States is the source of approximately 50 percent of all tourists visiting the region, boosting demand for U.S. foods.	Ocean transportation rates from the United States can be more expensive than from Europe.
Opportunities	Threats
The regulatory environment is overall quite receptive to U.S. products.	Certain products, particularly meat and poultry, may be restricted in certain markets due to island-specific regulations.

¹ Note: This report refers to the 23 island markets covered by the Caribbean Basin Agricultural Trade Office (CBATO) in Miami: Anguilla, Antigua and Barbuda, Aruba, The Bahamas, Barbados, Bermuda, BES Islands (Bonaire, St. Eustatius, and Saba), British Virgin Islands, Cayman Islands, Curaçao, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, Saint Barthélemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, Saint Vincent and the Grenadines, Sint Maarten, Trinidad and Tobago, and Turks and Caicos Islands. (The Dominican Republic, Haiti and Jamaica are covered by the Office of Agricultural Affairs in Santo Domingo.)

² Euromonitor International has data for the following countries in the CBATO region: Anguilla, Antigua, Aruba, Bahamas, Barbados, Bermuda, British Virgin Islands, Cayman Islands, Curacao, Dominica, Grenada, Guadeloupe, Martinique, Sint Maarten, St Kitts, St Lucia, St Vincent and the Grenadines, Trinidad and Tobago

Section I. Market Overview



Countries in the Caribbean generally have good relations, including close commercial and social ties, with the United States. Politically speaking, the Caribbean is a mix of independent states and overseas departments or dependencies of European countries. From populations in the thousands in countries like Dominica, to over 1.4 million in islands like Trinidad and Tobago, countries in the region are quite diverse. Islands such as The Bahamas, Bermuda, Cayman Islands, Aruba, and Turks and Caicos are highly dependent on tourism, while others have more diversified economies. Still, tourism is the leading industry in the Caribbean region.

Following a series of hurricanes that devastated parts of the Caribbean in 2017, the overall economic situation in the region is beginning to improve, albeit slowly. Economic activity is expected to improve modestly in 2019 given higher U.S. and global growth, on which the region depends for tourist inflows. However, many islands continue to struggle with high fiscal deficits and public debt, casting a shadow on prospects of healthy and sustained economic growth over the long run.

The Caribbean is a natural market for U.S. exporters. Caribbean importers have a long history of doing business with the United States. Their strong interest in U.S. suppliers and products is mainly due to close proximity, long-standing reputation of high quality products, and superior quality of service. In fact, many local importers note that although they can source products from non-U.S. suppliers, few of these suppliers can match their U.S. counterparts in terms of product quality and reliability. The regulatory environment in the islands is also quite receptive toward U.S. products. Given these favorable conditions, it is no surprise that the United States is the largest supplier of food products to the Caribbean.

According to the Global Trade Atlas, total exports of agricultural and related products to the CBATO region reached US \$2.8 billion in 2017. The U.S. exported over \$1 billion or 55 percent of total agricultural and related exports to the region. As a market, the CBATO region was 20th for U.S. exports of agricultural and related products in 2017³. For U.S. consumer-oriented exports, the CBATO region was eight worldwide, and third behind Canada and Mexico in the Western Hemisphere, in 2017.

³ Source: Global Agricultural Trade System (GATS). <https://apps.fas.usda.gov/Gats/>

TABLE 1. ADVANTAGES AND CHALLENGES FOR U.S. SUPPLIERS

Advantages	Challenges
<p>The tourism sector is rebounding in most islands. This is a key factor in generating demand for U.S. products, particularly in the food service sector. Nearly eight million-stopover tourists visit the Caribbean annually.</p>	<p>Caribbean economic well-being is highly dependent on tourism. Hence, economies are susceptible to factors that may disrupt tourism (i.e. the world economy, terrorism, more active hurricane seasons, the Zika epidemic, etc.).</p>
<p>Exposure to U.S. media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products.</p>	<p>The nature of individual island markets requires special effort from U.S. exporters: dealing with several small accounts; consolidation of small orders; complying with different import requirements for select products; ascertaining different market characteristics in every island.</p>
<p>U.S. exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply the Caribbean than competitors.</p>	<p>The 2008 trade agreement between the Caribbean and the EU has set the stage for increased competition from Europe.</p>
<p>The United States has a dominant market share in the vast majority of Caribbean islands (estimated at 55 percent overall).</p>	<p>Other competitors are also targeting the Caribbean. The recent expansion of the Panama Canal may open the door to greater competition from Asia.</p>
<p>The regulatory environment at present is open to U.S. products.</p>	<p>Certain products, particularly meat and poultry, may be restricted in certain markets due to either EU or island-specific regulations.</p>

Section II. Exporter Business Tips

The Caribbean is an excellent market for U.S. suppliers because demand for imported food products is largely inelastic. Countries in the Caribbean must import the majority of their food requirements due to constraints such as insufficient arable land, scant water resources on some islands, no economies of scale, and a limited food-processing sector. For the most part the 4 million island residents are quite familiar with U.S. brands and hold U.S. products in high regard in terms of quality. The United States is the main supplier to the Caribbean of food products, largely due to the above favorable conditions.

Entering the Caribbean Market

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

In general, Caribbean buyers rely heavily on consolidators, particularly those located in South Florida, for shipment of mixed container-loads to their local ports. As a result, a crucial part of doing business with Caribbean importers, is building a relationship with a consolidator in South Florida (and in New Jersey to ship to Bermuda). Since some large resorts and chain supermarkets often order larger shipments directly from suppliers, the main resource for medium to

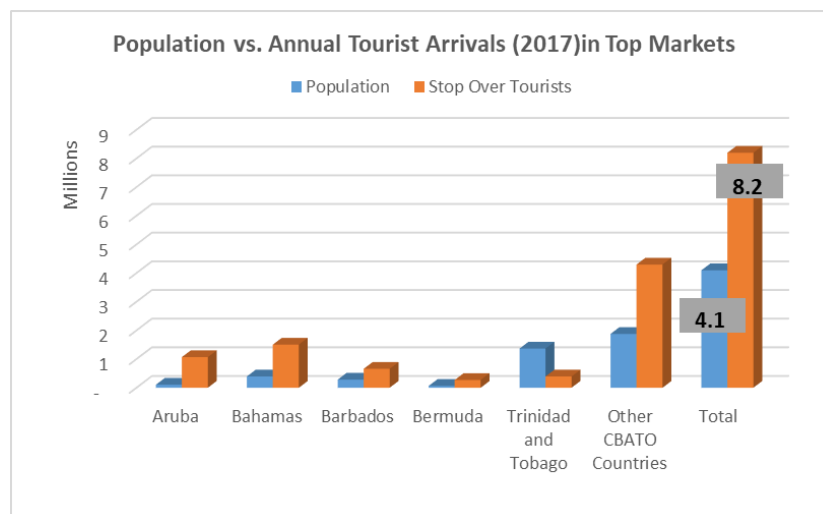
smaller sized retail and food service businesses are local importer/wholesalers, making them a good target for smaller U.S. exporters. These importers/wholesalers will work with prospective U.S. suppliers to meet local standards and regulations and find the best distribution channel. Local importers will usually stay informed of changing regulations and duties on food and beverage products.

General Consumer Food Tastes and Consumption Trends

U.S. brands are recognized and respected by Caribbean consumers. Exposure to U.S. food and culture through television and travel, influences local preferences. Furthermore, due to increased access to technology and social media, the younger population tends to follow the latest consumer trends in the United States. Although this group tends to be more health conscious, price is still a predominant factor when making purchasing decisions in the region.

Tourism and the Caribbean

Tourism is the backbone of most Caribbean economies in terms of revenue generation, employment, and overall economic well-being, except for Trinidad and Tobago, which is largely dependent on oil and natural gas production. In 2017, international visitor arrivals to the islands of the Caribbean Basin (23.9 million) were nearly six times greater than the local population (4.1 million). Of these visitor arrivals, two-thirds were cruise ship passengers and the remainder were stopover visitors. Tourists, particularly the eight million plus stopover visitors, fuel demand for consumer-oriented agricultural products in the region’s hotel and restaurant foodservice sector.



Source: Euromonitor and UN World Tourism Organization.

Trade Shows

Caribbean importers attend numerous food and beverage trade shows in the United States. Among the shows with a strong presence of Caribbean importers are the National Restaurant Show, Summer Fancy Food Show, Natural Products Expo and the Americas Food and Beverage Show. The CBATO annually leads delegations of Caribbean buyers to these trade shows. Please contact the CBATO to get more information on how to connect with Caribbean buyers attending U.S. trade shows.

Section III. Import Food Standards and Regulations and Import Procedures

In most islands, food safety responsibilities fall under the Ministry of Public Health or its equivalent. The Ministry of Agriculture may also play a role with plant and animal products both in terms of public health and in terms of plant and animal health. Meat and poultry, dairy products, seafood, and produce typically require import approval and

health/country of origin certification. For example, phytosanitary certificates from the country of origin must accompany imported fresh produce and plants. Health certificates must accompany live animals and animal products. Certain items may be restricted if the government decides they pose a risk to food safety or plant and animal health. It is always a good idea for U.S. exporters to verify that their product is eligible for entry into a particular island prior to shipping.

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

More information on Caribbean Basin import requirements can be found in the Food and Agricultural Import Regulations and Standards (FAIRS) reports available via the [USDA Global Agriculture Information Network \(GAIN\)](#) for the following countries: Aruba, The Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Curacao, Sint Maarten, and Trinidad and Tobago.⁴

Section IV. Market Sector Structure and Trends

HRI Food Service Sector

Tourism is a key factor in generating demand for U.S. products in the food service sector. Investments in tourism infrastructure in recent years have strengthened the long-term potential of the region's hotel, restaurant and food service sector. Overall, the Caribbean HRI food service sector is estimated to account for roughly 35-45 percent of consumer-oriented agricultural imports. According to Euromonitor International, sales in the food service sector in the top CBATO markets reached \$1.2 billion in 2017, a 7 percent increase from 2016, and 62 percent of all food service sales in the region.

The percentage of Caribbean hotels and restaurants that are independently owned varies from approximately 90 percent in Grenada to 25 percent in The Bahamas (Nassau in particular). This characteristic influences the flow of imports to the island. Independently owned restaurants and hotels are more likely to source food and beverage products from local importers/wholesalers, while larger chain restaurants and hotels have the connections and economies of scale to import directly from U.S. suppliers.

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

⁴ GAIN reports are available via the following link: <https://gain.fas.usda.gov/>

Additional information can be found in the [USDA Global Agriculture Information Network \(GAIN\)](#) Food Service, Hotel Restaurant Institutional reports for the following countries: Bahamas (2018), Trinidad and Tobago (2016), Turks & Caicos Islands (2016), Eastern Caribbean (2015), Cayman Islands (2013), Bermuda (2012), Barbados (2012), Aruba (2011), Bermuda (2011).

Retail Sector

An estimated 55 to 65 percent of consumer-oriented agricultural imports in the Caribbean are destined for the retail sector. Most of the products stocked on the shelves of Caribbean retail stores are imported. The retail food sector is heterogeneous and dynamic and is composed of modern grocery outlets (hypermarkets, supermarkets, discounters, and gas marts) and small, traditional retail operations. According to Euromonitor International⁵, retail sales in the top five CBATO markets amounted to over \$3 billion in 2017, a 5 percent increase from 2016, and 50 percent of all retail sales in the region.

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

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

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

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

Additional information is available in the [USDA Global Agriculture Information Network \(GAIN\)](#) Retail Sector reports for the following countries: Aruba (2018), Trinidad and Tobago (2017), the Eastern Caribbean (2015), The Bahamas (2014), Cayman Islands (2013), and Bermuda (2010).

Food Processing Sector

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

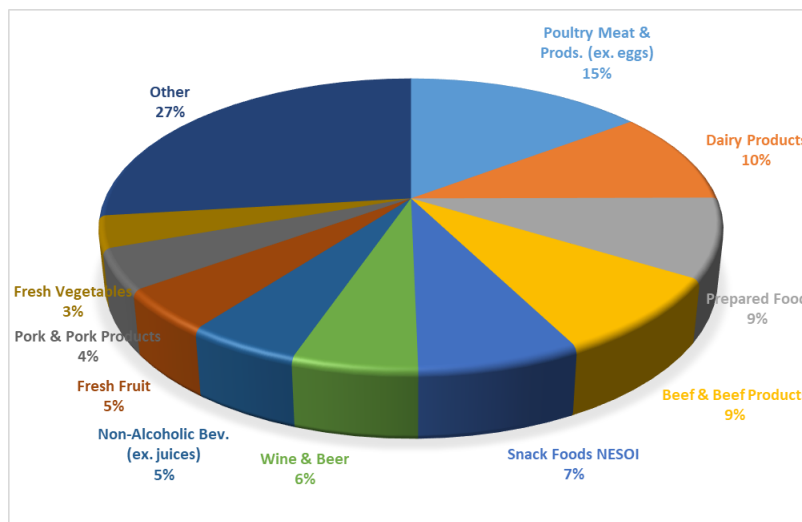
⁵ Euromonitor International has data for the following countries in the CBATO region: Anguilla, Antigua, Aruba, Bahamas, Barbados, Bermuda, British Virgin Islands, Cayman Islands, Curacao, Dominica, Grenada, Guadeloupe, Martinique, Sint Maarten, St Kitts, St Lucia, St Vincent and the Grenadines, Trinidad and Tobago

Section V. Agricultural and Food Imports

In 2017, the Caribbean Basin imported \$1.86 billion consumer-oriented products, a 3 percent increase from 2016. Consumer-oriented foods represent approximately 66 percent of all agricultural imports. The United States is the main supplier of food products to the Caribbean. U.S. exports of consumer-oriented products surpassed \$1 billion in 2017. Consumer-oriented products account for two-thirds of all U.S. agricultural and related product exports to the Caribbean, with poultry meat and products (excluding eggs), dairy products, prepared foods, beef and beef products, and snacks rounding out the top five export categories.

U.S. market share ranges from single digits in the French islands of Guadeloupe and Martinique to over 90 percent in Turks and Caicos. Overall U.S. market share in the region is around 55 percent. The top five markets (Trinidad and Tobago, The Bahamas, Bermuda, Barbados, and Aruba) account for over two thirds of U.S. agricultural exports to the region.

TOP U.S. CONSUMER ORIENTED EXPORTS TO CBATO REGION.



Source: Global Agricultural Trade System (GATS).

Competition is increasing from Europe, Canada, South and Central America. While the United States still enjoys major advantages over its competitors, U.S. suppliers should remain mindful that in coming years rising competition might necessitate closer monitoring of the market in order to capitalize on emerging opportunities in the region.

TABLE 2. TOTAL CONSUMER ORIENTED IMPORTS IN THE CBATO REGION AND U.S. MARKET SHARE (2017).

Country	Global Imports	Imports from the U.S.	U.S. Market Share	Top Three Competitors
Trinidad & Tobago	\$ 480,674	\$ 207,731	43%	New Zealand (9%); Costa Rica (6%); Canada (5%)
Bahamas	\$ 307,576	\$ 236,931	77%	Brazil (6%); Canada (2%); France (2%)
Aruba	\$ 158,597	\$ 80,529	51%	Netherlands (24%); Brazil (9%); Costa Rica (3%)
Curacao	\$ 145,046	\$ 56,556	39%	Netherlands (39%); Colombia (5%); Brazil (2%)
Barbados	\$ 135,098	\$ 63,150	47%	New Zealand (14%); United Kingdom (8%); Canada (6%)
Bermuda	\$ 121,000	\$ 94,942	78%	United Kingdom (5%); France (4%); Italy (2%)
Sint Maarten	\$ 90,383	\$ 59,980	66%	Netherlands (15%); France (12%); Italy (2%)
Cayman Islands	\$ 80,167	\$ 62,468	78%	France (6%); United Kingdom (4%); Italy (3%)
St. Lucia	\$ 57,205	\$ 32,366	57%	United Kingdom (10%); New Zealand (6%); France (5%)
Antigua & Barbuda	\$ 45,508	\$ 24,727	54%	Brazil (11%); Netherlands (8%); United Kingdom (7%)
Turks & Caicos Islands	\$ 35,909	\$ 31,902	89%	France (5%); United Kingdom (1%); Italy (1%)
Grenada	\$ 34,136	\$ 14,010	41%	Brazil (18%); Netherlands (11%); New Zealand (8%)
Virgin Islands (British)	\$ 28,976	\$ 21,537	74%	United Kingdom (9%); Netherlands (5%); Italy (3%)
St. Vincent & the Grenadines	\$ 26,495	\$ 14,249	54%	United Kingdom (20%); Malaysia (5%); Netherlands (4%)
St. Kitts & Nevis	\$ 24,409	\$ 15,925	65%	Brazil (10%); United Kingdom (5%); Peru (5%)
Dominica	\$ 20,535	\$ 8,681	42%	United Kingdom (19%); Netherlands (13%); Brazil (9%)
Guadeloupe	\$ 18,829	\$ 1,589	8%	New Zealand (26%); Colombia (17%); Costa Rica (15%)
Martinique	\$ 13,614	\$ 659	5%	New Zealand (25%); Costa Rica (19%); Colombia (11%)
Anguilla	\$ 5,745	\$ 4,140	72%	Brazil (12%); Canada (4%); Denmark (3%)
Montserrat	\$ 1,906	\$ 778	41%	Egypt (25%); Netherlands (14%); United Kingdom (13%)

Source: Global Trade Atlas (GTAS). Based on reporting countries export statistics. Global Agricultural Trade System (GATS).

TABLE 3. TOP EXPORT CATEGORIES AND COMPETITION IN THE TOP FIVE MARKETS FOR U.S. CONSUMER PRODUCT EXPORTS.

Top Markets for U.S.	2017 Top 5 Product Categories	Top Exporters and Market Share
Bahamas U.S. Total Market Share: 77%	Food Preps. & Misc. Bev	United States (84%) ; Costa Rica (8%); United Kingdom (2%)
	Poultry Meat & Prods. (ex. eggs)	United States (64%) ; Brazil (34%); Finland (1%)
	Dairy Products	United States (69%) ; Peru (10%); Ireland (6%)
	Beef & Beef Products	United States (86%) ; Brazil (7%); Argentina (3%)
	Wine & Beer	United States (64%) ; France (18%); Italy (6%)
Trinidad & Tobago U.S. Total Market Share: 43%	Dairy Products	New Zealand (32%); United States (26%) ; Ireland (9%)
	Food Preps and Misc Bev	United States (50%) ; Costa Rica (23%); Malaysia (5%)
	Processed Vegetables	Netherlands (26%); United States (24%) ; Canada (18%)
	Poultry Meat and Prods.	United States (94%) ; Panama (3%); Canada (2%)
	Fresh Vegetables	Netherlands (26%); United States (25%) ; Costa Rica (21%)
Bermuda U.S. Total Market Share: 78%	Wine & Beer	United States (35%) ; France (21%); Italy 10%
	Food Preps. & Misc. Bev	United States (92%) ; Canada (3%); United Kingdom (2%).
	Poultry Meat & Prods. (ex. eggs)	United States (98%) ; United Kingdom (1%); Brazil (1%)
	Fresh Fruit	United States (100%)
	Dairy Products	United States (85%) ; New Zealand (9%); United Kigdom (4%)
Aruba U.S. Total Market Share: 51%	Food Preps. & Misc. Bev	United States (63%) ; Netherlands (24%); Costa Rica (7%)
	Beef & Beef Products	United States (57%) ; Brazil (23%); Paraguay (9%)
	Wine & Beer	Netherlands (38%); United States (36%) ; Chile (7%)
	Dairy Products	Netherlands (46%); United States (37%) ; New Zealand (4%)
	Poultry Meat & Prods. (ex. eggs)	Brazil (57%); United States (37%) ; Argentina (3%)
Barbados U.S. Total Market Share: 47%	Dairy Products	New Zealand (47%); United States (27%) ; United Kingdom (15%)
	Food Preps and Misc Bev	United States (52%) ; Costa Rica (20%); United Kingdom (15%)
	Beef & Beef Products	United States (43%) ; Uruguay (29%); New Zealand (14%)
	Wine & Beer	France (34%); United States (18%) ; United Kingdom (14%)
	Processed Vegetables	United States (28%) ; Netherlands (24%); Canada (22%)

Source: Global Trade Atlas (GTAS). Based on reporting countries export statistics. Global Agricultural Trade System (GATS).

TABLE 4. BEST GROWTH CATEGORIES FOR U.S. IMPORTS OF CONSUMER-ORIENTED AGRICULTURAL PRODUCTS IN THE CBATO REGION (2013-2017, Million, USD\$).

Category	2013	2017	Average % Change (Value)
Meat Products NESOI	12,631	33,910	25%
Fresh Fruit	34,606	48,101	8%
Wine & Beer	43,888	56,999	7%
Other Consumer Oriented	19,096	23,989	6%
Beef & Beef Products	71,444	88,933	5%
Fresh Vegetables	29,232	36,189	5%
Eggs & Products	25,737	31,781	5%
Dairy Products	89,351	104,121	4%
Pork & Pork Products	41,946	46,028	2%
Condiments & Sauces	27,848	30,744	2%

Source: Global Agricultural Trade System (GATS).

Section VI. Key Contacts and Further Information

A. For more information, please contact:

Caribbean Basin Agricultural Trade Office
 Foreign Agricultural Service
 United States Department of Agriculture
 909 SE 1st Ave, Suite 720
 Miami, Florida 33131
 Phone: (305) 536-5300
 Fax: (305) 536-7577
 Email: atocaribbeanbasin@fas.usda.gov
 Web: www.cbato.fas.usda.gov

B. Useful U.S. Government Websites:

- Foreign Agricultural Service (FAS), USDA - <http://www.fas.usda.gov>
- Caribbean Basin Agricultural Trade Office (CBATO), FAS/USDA - <http://www.cbato.fas.usda.gov>
- U.S. Department of Commerce - <http://www.export.gov>
- U.S. Department of State - <http://www.state.gov>
- Central Intelligence Agency - <https://www.cia.gov/library/publications/the-world-factbook/>