



U.S. Department of State FY 2001 Country Commercial Guide: Barbados

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I. EXECUTIVE SUMMARY

This Country Commercial Guide (CCG) presents a comprehensive look at Barbados' commercial environment, using economic, political and market analysis. The CCGs were established by recommendation of the trade promotion coordinating committee (TPCC), a multi-agency task force, to consolidate various reporting documents prepared for the U.S. business community. Country Commercial Guides are prepared annually at U.S. embassies through the combined efforts of several agencies.

Barbados is an English-speaking country with a long-standing democratic tradition, a strong commitment to the rule of law and an open economy with a marked dependence upon imports, much of which come from the United States. Barbados imports most of what is consumed on the island.

Like many of the small Caribbean island states, much of Barbados' economy and foreign exchange earnings are based on tourism. The economy also benefits from sectors such as international financial services, sugar production and manufacturing, all of which generate foreign exchange. Barbados' monetary policy is focused on maintaining a constant rate of two Barbadian dollars to one U.S. dollar.

The Barbadian economy has performed well since coming out of recession in 1993. Annual growth rates have averaged 3.6% over the past five years. Economic activity rose by 3.1% during 1999, a slight downturn from the 4.4% rate of 1998. Growth has been accompanied by low inflation and falling unemployment. The economy is projected to grow by 2%-3% in the year 2000, led by an improved performance in the traded sectors, including tourism and to a lesser extent manufacturing. Growth in the non-traded sectors is expected to slow as construction activity is likely to be constrained by a shortage of skilled labor resources. Although demand for imports is expected to remain strong, triggering another current account deficit, significant private and public sector capital inflows along with an expected decline in external debt service flows, should enable Barbados to maintain sufficient foreign exchange reserves.

The Government of Barbados introduced a value-added tax (VAT) on almost all goods and services in 1997. The system appears to be working smoothly and the temporary increase in inflation caused by the introduction of VAT has since declined.

The local market is well developed in that most consumer goods are readily available, if at a high price. U.S. companies trying to break into the market would be best advised to find a local agent/distributor and to make a long-term commitment to exporting to the region.

Country Commercial Guides are available for U.S. exporters from the National Trade Data Bank's CD-ROM or via the Internet. Please contact STAT-USA at 1-800-STAT-USA for more information. Country Commercial Guides can be accessed via the World Wide Web at <http://www.stat-usa.gov> and <http://www.usatrade.gov> and <http://www.state.gov> and <http://www.mac.doc.gov>. They can also be ordered in hard copy or on diskette from the National Technical Information Service (NTIS) at 1-800-553-NTIS. Exporters seeking general export information/assistance and country-specific commercial should contact the U.S. Department of Commerce, Trade Information Center by Phone 1-800-USA-TRAD (E) or by Fax at 202-482-4473.

II. ECONOMIC TRENDS AND OUTLOOK

Major Trends and Outlook:

The Barbadian economy has been experiencing solid growth for the past seven years, based in large

part on improved tourism receipts – despite the past year’s slowdown in the sector, which grew by only 0.1% in 1999. Unemployment has decreased in line with the economic expansion, from a high of 24.5% in 1993 to about 10.4% in 1999, the lowest level since 1975. The annual average inflation rate remained low, at 1.6%. Net international reserves, which declined in 1998, grew by USD \$37 million in 1999, from both public and private capital inflows, including a USD \$75 million borrowing from the regional market early in 1999. The foreign exchange holdings at the end of 1999 equaled 14 weeks of imports.

The economy is projected to grow between 2%-3% in the year 2000. The exchange rate vis-à-vis the U.S. dollar has remained unchanged (at BDS\$2.00=USD\$1.00) since the end of 1975.

Principal Growth Sectors:

Much of the economic growth has come as a result of increases in tourism and its downstream effects, particularly construction. Another source of growth has been financial and other services.

Sugar production is in long-term decline. Over the past decade the agricultural and manufacturing sectors have shown little growth overall, although the latter is expected to improve somewhat as manufacturing firms adjust their costs structures to improve their international competitiveness.

As a country with a relatively narrow resource base and limited production, Barbados imports much of what it needs to survive, including energy, food, and most consumer products. As the Barbadian economy continues to grow, trade opportunities will increase in parallel for U.S. exporters of goods to build and supply hotels, restaurants, and new residential construction.

Barbadian attitudes toward the United States and toward U.S. business are generally favorable. Approximately 40% of the country’s imports are sourced from the United States. However, U.S. businesses face strong competition from Canada, the United Kingdom, and from within the Caribbean Community and Common Market (CARICOM).

Government Role in the Economy:

The commercial environment is generally favorable, although tax rates and import tariffs remain high. There was some relief in the tariff rates during 1999 and the first half of 2000, with the reduction of the Common External Tariff (CET) to 20% and the elimination of the 35% surtax on a variety of extra-regional goods, as of April 1, 2000. In addition, in conjunction with the elimination of the surtax, Barbados met a key WTO obligation April 1 by eliminating restrictive import licensing procedures and imposing in their place WTO-approved bound duty rates. Despite some high duty rates, which range from a low of 40% to a high of 243%, there has been an increase in the demand for extra-regional imports, particularly from the United States.

Balance of Payments Situation:

For the fourth consecutive year, the Barbados Central Bank projects a current account balance of payments deficit during 2000. A projected high level of investment is expected to continue to raise import demand in excess of the growth in commodity export earnings and tourism receipts. However, a capital account surplus is again expected as private sector flows are likely to continue to finance a substantial share of investment. With external debt flows projected to decline, Barbados should maintain an import cover at acceptable levels, even with no new borrowing.

Infrastructure:

Infrastructure, including roads, ports, water service, electricity, and telecommunications is good if expensive. The attitude of government is generally favorable toward business and offers a variety of incentives to investors. The Government of Barbados focuses its resources on education, health care, tourism, social services, and the upkeep of the environment. During 1999, capital expenditure grew by 3.4%, compared with a 1% decline in 1998. The major projects financed over the period include school computerization and infrastructure improvement through the Edu-Tech 2000 program, the airport expansion project and the Bridgetown rehabilitation project.

III. POLITICAL ENVIRONMENT

Relationship with the U.S.:

Barbados has a cordial, long-standing relationship with the United States. As a democratic country and a member of the Commonwealth of Nations, many of Barbados' foreign policy goals coincide with our own. Barbados is also an active member of CARICOM, with which it sometimes votes as a bloc in international fora.

Political System:

Barbados has two major political parties: the Barbados Labor Party (currently, the Government) and the Democratic Labor Party (the opposition). Both favor private sector-led growth. Overall, the differences between the two parties are minimal.

Barbados is a parliamentary democracy. Executive authority is vested in the Prime Minister and Cabinet, which is collectively responsible to the Parliament. The Prime Minister is appointed by the Governor General as the member of the House of Assembly best able to command the support of the majority of the members. The Prime Minister usually selects a cabinet from his party members in the legislature. The bicameral Parliament consists of the Assembly (the Lower House) with 28

elected members and the Senate (the upper house) with 21 members appointed by the Governor General. Elections were held in January 1999. The incumbent party won a second term with a 26 to 2 majority. The term of office is five years. There is a tradition of stable policies pursued from one administration to the next. Each administration normally averages two consecutive terms in office.

IV. MARKETING U.S. PRODUCTS AND SERVICES

Distribution and Sales Channels:

Wholesalers are the major importers, although some retailers import products directly from manufacturers, wholesalers, and retailers in the United States, Canada, and Europe. Retailers normally import directly from U.S. sources only those goods with a high turnover rate. Distribution agreements are common because manufacturers often grant countrywide or regional exclusive distribution agreements. Companies have experienced problems collecting on accounts in a timely fashion. It is important that any prospective exporter thoroughly investigate the prospective local agent or importer.

Product Pricing Structure:

Local companies adopt the cost plus method for pricing of their products. The cost base is the CIF (including local charges). Mark-ups generally range from 20% - 50%. Higher mark-ups exist for specialty items where there is little or no competition.

Use of Agents and Distributors; Finding a Partner:

Although the use of an agent or distributor is not required, it is frequently the best policy. A strong local representative can place product and generate sales that otherwise may not materialize.

The U.S. Department of Commerce, through the Foreign Commercial Service at the U.S. Embassy in Bridgetown, Barbados, can help U.S. exporters to find agents and distributors through the following services:

Agent Distributor Service (ADS): This service assists U.S. firms seeking representation for their products and services. The Embassy will have a search made for suitable screened representatives and a report prepared listing firms that have read the product/service literature and have agreed to consider a business relationship.

Gold Key Service: This service consists of a survey of potential representatives or customers based on the client's requirements, as well as pre-arranged appointments with these prospects. Fees for the Caribbean region served by USFCS Barbados are as follows: (quoted in USD\$)

<u>Country</u>	<u>First day</u>	<u>Each Additional Day</u>
Antigua	\$350	\$250
Barbados	\$350	\$250
Grenada	\$350	\$250
Dominica	\$350	\$250
Saint Lucia	\$350	\$250
Saint Kitts & Nevis	\$350	\$250
Saint Vincent & Grenadines	\$350	\$250

Please contact your local District office of the U.S. Department of Commerce, the U.S. Commercial Caribbean Regional Office in the U.S. Embassy in Santo Domingo (Tel: 809-221-2121, Fax: 809-540-0181), or the U.S. Commercial Service in the U.S. Embassy in Bridgetown (Tel: 246-436-4950, Fax: 246-429-5246) to find out how to order the service(s).

Franchising:

The Barbados Minister of Finance and Economic Affairs, who will evaluate the potential competitive impact on non-franchised local businesses, must approve all franchises. Franchise holders pay an initial registration fee of BDS\$10,000 (US\$5,000), and annual renewal fees of Bds\$2,000 (US\$1,000). All franchises must be registered with the Ministry of Finance in order to operate legally. Only legally operating franchises may repatriate profits and capital. Process franchises, such as those used in manufacturing or designs must also be registered so that royalties can be remitted abroad. Barbados currently has a policy of refusing to grant franchise applications to foreign fast food franchises.

Direct Marketing:

Direct marketing is not common in Barbados, although Avon has established a successful foreign-owned marketing organization here. The Barbados Investment and Development Corporation (BIDC) can be helpful in arranging this type of activity. See Appendix E (pg. 43) for BIDC contacts.

Joint Ventures/Licensing:

There is considerable joint venture and licensing activity in Barbados. The Barbados Investment and Development Corporation (BIDC) can be helpful in arranging this type of activity. See Appendix

E (pg. 43) for BIDC contacts.

Establishing an office:

Barbados' laws allow the formation of several types of companies. One of these is the International Business Company (IBC). By law, a locally registered attorney will be required to draft and file Articles of Incorporation. The cost of filing the application at the Corporate Affairs office is BDS\$750 (US\$375) and BDS\$30 (US\$15) to reserve the name of the company prior to incorporation. This is mandatory. The cost of share certificates, a company seal, and other secretarial documentation required to commence operations usually does not exceed an additional BDS\$250 (US\$125). Attorney's fees are usually quoted at about Bds\$3,000 (US\$1,500), but those fees are negotiable. Attorney's fees are normally lower for incorporation of a local company.

The Articles of Incorporation must conform to the Companies Act. Among the requirements is that an incorporator must be at least 18 years old, be of sound mind and must not have been declared bankrupt.

Any number of shares may be issued. Shares must be fully subscribed and paid for before they are issued.

The Corporate Affairs and Intellectual Properties Office publishes a notice of the formation of the company in the Official Gazette.

An IBC is required to obtain a license from the Ministry of International Trade and Business in order to operate. This is a fairly routine procedure and costs about BDS\$200 (US\$100) and there is an annual renewal fee of BDS\$200 (US\$100).

Selling Factors/Techniques:

In sales of services and manufactured goods, Barbadians prefer to buy proven and brand name goods.

Because prices are high and storage space may be limited, Barbadians tend to purchase smaller lots of consumer goods more often than is the norm in larger countries.

Advertising and Trade Promotion:

Most businesses advertise in newspapers or on radio; the one local television station does not have programming in the morning hours and has started a print ad service on television (texts and telephone numbers appear on the screen). Local access to American channels via local cable is widespread and increasing.

Newspapers and radio and television stations

Newspapers:

The Barbados Advocate

Fontabelle

St. Michael

Tel: 246/467-2000

Fax: 246/434-2020

Website: <http://www.advocateneews.com>

The Broad Street Journal

Hoyos Publishing Inc

Letchworth Complex

The Garrison

St. Michael, Barbados

Tel: 246/427-8770

Fax: 246/437-8772

Website: <http://www.broadstreetjournal.com>

Caribbean Week

Lefferts Place

River Road

St. Michael, Barbados

Tel: 246/436-1902

Fax: 246/436-1904

Website: <http://www.cweek.com>

The Nation

Nation House

Fontabelle

St. Michael, Barbados

Tel: 246/436-6240

Fax: 246/430-9214

Website: <http://www.nationnews.com>

Radio Stations:

Barbados Broadcasting System 90.7 FM and

Faith 102.1 FM
"Dayrells"
St. George, Barbados
Tel: 246/437-9550
Fax: 246/437-9554

Caribbean Broadcasting Corporation
900 AM CBC Radio, 98.1 Liberty FM
The Pine
St. Michael, Barbados
Tel: 246/429-2041
Fax: 246/429-4795

Starcom Network Inc.
92.9 FM VOB, 95.3 HOT FM, 104.1 Yess FM, 790 AM Gospel
River Road
Bridgetown, Barbados
Tel: 246/430-7300
Fax: 246/429-8093

Television & Cable:

Caribbean Broadcasting Corporation
The Pine
St. Michael, Barbados
Tel: 246/429-2041
Fax: 246/429-4795

Caribbean Broadcasting Union
Wilkins Lodge
Two Mile Hill
St. Michael, Barbados
Tel: 246/430-1000
Fax: 246/429-2171
Website: <http://www.caribunion.com>

Cable:

Direct Television
Starcom Network Inc.

River Road
Bridgetown, Barbados
Tel: 246/430-7300
Fax: 246/429-8093

Pricing Products:

Prices in Barbados are high, typically multiples (1.5–2 times) of what a product would sell for in the United States. Import tariffs and taxes are high and competition at the wholesale and retail level is minimal. Barbadians are accustomed to paying exceptionally high prices. To escape local markets, Barbadians frequently make shopping trips to San Juan, New York, and Miami. Large differences in prices have also led to the creation of a barrel industry whereby individuals ship large barrels of consumer goods to Barbados and other Eastern Caribbean islands as a means of saving money on what otherwise would be local purchases.

Selling to the Government:

Significant opportunities exist for selling to the government. This is particularly the case when project financing is available from international financial institutions or from foreign government aid sources that do not require purchase from donor country companies.

Protecting your Product from IPR Infringement:

Barbados is committed to providing world standard IPR protection to all investors. The Government of Barbados adopted a new copyright Act in August 1998, and legislation was approved in September 1998 for Integrated Circuits Topography, Protection against Unfair Competition and Geographical Indications. The Trademark and Industrial Designs Acts were recently revised and now meet world standards. TRIPS-complaint legislation for Patent and Plant Variety Protection is in an advanced stage, and is expected to be finalized in 2000. Nonetheless, black market copies of computer software and video tapes abound.

Need for a Local Attorney:

A local attorney is necessary when incorporating and is advised under any circumstance. The Consular Section of the U.S. Embassy in Bridgetown (Tel: 246/431-0225, Fax: 246/431-0179) maintains a current list of lawyers. The following list is in alphabetical order. Information is thought to be current but no assurance as to the accuracy of information contained herein is made.

BRATHWAITE, Ms. Vere P., 6 Glenda House, Roebuck Street, Bridgetown, Tel: 246/436-1986, Fax: 246/436-1987. Citizen of Barbados. B.Sc. Honors (Public Administration) University of

the West Indies (UWI), 1979; LL.B. Honors, UWI, 1982. Holbein Law Tutors, London. Lincoln's Inn, London, 1984. Call to Bar of England and Wales, 1984. Called to Barbados Bar, 1985. General Practice: Civil and Litigation. Collection cases - Fee based on bar association published fees or negotiated amounts. Specialization: Offshore Sector Services, Civil Cases, Insurance Law, Personal Injury Cases, Land Law, Conveyances and Mortgages. Former Tutor in Management, Law Of Tort And Family Law at the University Of The West Indies, Former Senator, Barbados Senate. Language: English.

CARMICHAEL, Dr. Trevor A. Chancery House, High Street, Bridgetown, Tel: 246/431-0070/0074. B.Sc. (Econ.), M.A., Ph.D. Citizen of Barbados. Graduated November 1977 at Middle Temple, London, with Degree of the Utter Bar. Specialization: Insurance law, Commercial Law, Tax law, Real Estate, Trade Marks and Charities. Collection cases: Fee based on bar association published fees or negotiated amounts. Languages: English, Spanish, and French.

CHASE, Ms. Cicely P. Seneca Chambers, Pinfold Street, Bridgetown, Tel: 246/436-5379, Fax: 246/436-3843. Hugh Wooding Law School, Trinidad (LL.B., Hons.), 1983 and Legal Education Certificate. Citizen of Barbados. General practice: Family Law, Conveyancing Law, Civil Litigation and Corporate Law, Criminal Cases, Trade Disputes. Collection cases - percentage basis (retainer must be paid up front to cover legal expenses and preliminary legal work. Thereafter, a debt collection fee will be charged on all collections and balance of legal fees for further legal work). Specialization: Civil litigation. Language: English.

CLARKE, Ms. Cherry Brady, B.A., M.A., LL.B. (Hons.). "Harriet House," Spry Street, Bridgetown, Tel: 246/426-1122, Fax: 246/436-5979. Citizen of Barbados. Norman Manley Law School (Jamaica), 1985. Also holds Bachelor of Arts (English) and Master of Arts (Journalism). General Practice: Estate Cases, Trade Disputes. Specialization: International Business Corporations, Personal Injury, Family Law And Company Law. Collection cases on a percentage basis if settled out of court, fee basis if litigated, contingency for either in some circumstances. Language: English.

CHELTENHAM, Mr. Patterson K.H. "Charlton House," Whitepark Road, St. Michael, Tel: 246/430-8953, Fax: 246/431-0143. Citizen of Barbados. Graduated Hugh Wooding Law School (Trinidad). General Practice: Trade Disputes, Criminal Cases, Estate Cases. Specialization: Personal Injury, Labor Law, Divorce, Criminal Law, General and Civil Law. Collection cases - Fee based on bar association published fees or negotiated amounts. Member of the Saint Lucia bar. Languages: English and French.

CHELTENHAM, Dr. Richard L., Q.C., Ph.D. "Charlton House," Whitepark Road, St. Michael, Tel: 246/431-0291, Fax: 246/431-0143. Citizen of Barbados. Graduated Council of Legal Education and Inns of Court, Middle Temple, London, July 1970. Specialization: Advocacy and Consultancy Work, Motor Accident Claims, Criminal Law, Family Law, Successions, Constitutional And Public

Law, Labor Law involving unlawful dismissal, and Extradition. An elected Member of Parliament.

ESTWICK, Mr. Tyrone C. Suite 4, "Beacon House," Walrond Street, Bridgetown. Tel: 246/426-2461, Home: 246/420-6845, Fax: 246/426-2585. Citizen of Barbados. Graduated Hugh Wooding Law School (Trinidad), 1985, Legal Education Certificate. Also holds B.Sc. (Public Administration), LL.B. General Practice: Criminal and Civil (Estates, Conveyancing). Collection cases - Based on a percentage basis. Language: English.

FORDE, Sir. Henry deB., Q.C., M.A., LL.B. (Cantab.). Juris Chambers, "Keys House," Suite 203, Roebuck Street, Bridgetown, Tel: 246/429-5320/2208/2203, Home: 246/433-3388, Fax: 246/429-2206. Cable Address: Jurichamber, Barbados. Citizen of Barbados Education: Middle Temple, London; Christ's College, Cambridge (B.A., 1956, LL.B., 1957, Research Fellow, 1957-59). Called to the Bar in England June 16, 1959 and in Barbados, October 9, 1959. Attorney General and Minister of Foreign Affairs of Barbados, September 1976 to June 1981. General Practice: Civil Litigation, Collection Cases, Trade Disputes, Trade Marks, Industrial And Intellectual Property Law, Maritime Law, Family Law, Export/Import, Customs And Freight Forwarding Law, Immigration Law, International Commercial Transactions, Offshore Services Law, Trusts and Pensions. Trade Specialization: Tax Law, International Law, Arbitration, Building, Banking, Commercial, Corporation, Insurance and Real Estate Law. Languages: English and French.

FORDE, Mr. John Fitzgerald Alexis, LL.B. (Hons.), LL.M. (Corporate and Commercial Law). Reece Chambers, "Mottley House," Coleridge Street, Bridgetown, Tel: 246/437-6008, Fax: 246/429-3769. Citizen of Barbados. Graduated Hugh Wooding Law School, Trinidad (LL.B. Hons, 1990) and Queen Mary Westfield College, London (LL.M. Corporate and Commercial Law, 1991). Admitted to practice in October 1991. General Practice: Estate Cases, Trade Disputes, Criminal Cases. Collection Cases - Fee based on percentage - Minimum of 25 % of total amount. Member of the Bar in Barbados and Guyana. Language: English.

KISSOON, Mr. Latchman P. Firm of Kisson & Hanoman-Kisson, Synagogue Lane, Upper James Street, Bridgetown, Tel: 246/426-9390/9394, Fax: 246/428-4595. Citizen of Guyana. Graduated November 1970 at The Honorable Society of the Inner Temple, London, England as Barrister-at-Law. Other Academic Qualifications; A.L.A.M., L.G.S.M., Diploma in Journalism. General Practice: Specialization: Criminal and International Law. Collection cases - Fee based on percentage; 25 % or to be negotiated. Criminal cases: Trade disputes on a limited basis. Member of Bar in England, Barbados and Guyana. Languages: English, Hindi, and Caribbean Creole.

REIFER, Ms. Margaret A. Chancellor Chambers, Pinfold St., Bridgetown, Tel: 246/429-5438. University of the West Indies, Cave Hill Campus, Bachelor of Law (LL.B., July 1982, (Upper Second Class Honors). Sir Hugh Wooding Law School, Legal Education Certificate. Civil law practice. Collection cases - Fees in accordance with the Attorneys'-At-Law Remuneration for

Non-Contentious Business Rules (1983) as follows: Local clients - On first \$50,000, 15%; on next \$50,000, 10%; on next \$400,000, 5%; on next \$500,000, 4%; Thereafter, 2%. Overseas clients: 25% or to be negotiated being not less than that prescribed for local clients. Specialization: Corporate Law, Family Law, Conveyancing, Probate. Language: English.

TAITT, Ms. Monique C. Reece Chambers, "Mottley House," Coleridge Street, Bridgetown, Tel: 246/436-6727, Home: 246/424-4113, Fax: 246/429-3769. Citizen of Barbados. Sir Hugh Wooding Law School, St. Augustine, Trinidad (LL.B., Hons.), 1989 and Legal Education Certificate. General Practice. Collection cases – fee based on a percentage basis - minimum fee is 25% of total collected. Member of the Trinidad and Tobago Bar. Language: English.

WORRELL, Mr. Randall. Equitas Chambers, "Alexander House," Pinfold Street, Bridgetown, Tel: 246/436-8815. Barbados citizen. London School of Economics and Political Science, University of London (LL.B.)/ Lincoln's Inn; Council of Legal Education (England). Called to the Bar of England and Wales. Language: English.

V. LEADING SECTORS FOR U.S. EXPORT AND INVESTMENT

The U.S. Embassy in Bridgetown has identified the following sectors as best prospects for U.S. exports:

For Non-Agricultural Sectors

[Sector Rank, Sector name & ITA code]

Building Products	BLD	
Telecommunications Equipment		TEL
Computers and Peripherals	CPT	
Household Consumer Goods	HCG	
Hotel and Restaurant Equipment		HTL
Processed Foods	FOD	
Sporting Goods and Recreational Equipment		SPT
Architectural/Construction/Engineering Services	ACE	

For Agricultural Sectors:

Soybeans
Cereal Groats and Meal of Corn (Maize), Cornmeal
Wheat and Meslin

Key growth sectors remain tourism and tourism-related industries, especially construction. Private sector construction projects valued at over USD \$400 million are expected over the next two years.

These projects include hotel upgrades, golf course development, marina expansion, and new office complexes. A boom in residential construction continues.

Note for Exporters: Barbadian consumers buy goods based on price, quality and habit. Longstanding connections with the United Kingdom and Canada have tended to favor exporters from those countries. However, close proximity to the United States, price, quality and vast selection have induced Barbadian businesses to focus increasingly on U.S. providers. Miami has become the nexus of much of the commerce of the Caribbean in large part because of its status as the hub of regional air and sea transportation. Best prospects focus on tourism-related purchases, associated construction and agricultural. U.S. firms have an advantage where they can use proximity and existing excellent air and sea links to provide quality merchandise at competitive prices.

Non-Agricultural Sectors

Data Tables – Building Products (U.S. Dollars)

	1999 (Actual)	1999 (Actual)	2000 (Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	41,635	107,147	N/A
Total Imports (c.i.f)	34,669,850	32,744,924	N/A
Imports from the U.S.	18,512,950	17,688,585	N/A

Data Tables – Telecommunications Equipment (U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	244,112	1,657,299	N/A
Total Imports (c.i.f)	24,486,366	31,479,968	N/A
Imports from the U.S.	18,715,599	20,045,473	N/A

Data Tables – Computers & Peripherals (U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
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Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	1,470,074	1,513,608	N/A
Total Imports (c.i.f)	19,711,528	24,210,578	N/A
Imports from the U.S.	15,489,542	18,778,792	N/A

Data Tables – Household Consumer Goods
(U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	60,590	70,505	N/A
Total Imports (c.i.f)	13,850,619	16,885,374	N/A
Imports from the U.S.	10,456,151	11,870,725	N/A

Data Tables – Hotel & Restaurant Equipment
(U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	214,364	672,419	N/A
Total Imports (c.i.f)	10,882,253	12,333,711	N/A
Imports from the U.S.	7,423,552	8,481,991	N/A

Data Tables – Processed Foods
(U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	9,496,167	11,131,056	N/A
Total Imports (c.i.f)	9,266,866	9,559,322	N/A
Imports from the U.S.	5,370,244	5,411,137	N/A

Data Tables – Sporting Goods & Recreational Equipment
(U.S. Dollars)

	1998	1999	2000
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	(Actual)	(Actual)	(Estimated)
Total Market Size	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	228,210	122,836	N/A
Total Imports (c.i.f)	7,245,735	7,970,960	N/A
Imports from the U.S.	2,534,200	3,390,778	N/A

Agricultural Sectors

Data Tables – Soybeans

(U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Consumption	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	8,327	826	N/A
Total Imports (c.i.f)	5,232,320	4,915,038	N/A
Imports from the U.S.	5,232,309	4,915,038	N/A

Data Tables – Cereal Groats and Meal of Corn (Maize), Cornmeal

(U.S. Dollars)

	1999 (Actual)	1999 (Actual)	2000 (Estimated)
Total Consumption	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	251,500	237,409	N/A
Total Imports (c.i.f)	4,743,628	4,305,591	N/A
Imports from the U.S.	4,622,677	4,220,058	N/A

Data Tables – Wheat and Meslin

(U.S. Dollars)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Consumption	N/A	N/A	N/A
Total Local Production	N/A	N/A	N/A
Total Exports (f.o.b)	1,845	1,007	N/A
Total Imports (c.i.f)	4,432,332	3,256,147	N/A
Imports from the U.S.	4,432,332	3,255,861	N/A

The above statistics are unofficial estimates.

VI. TRADE REGULATIONS AND STANDARDS

Trade Barriers:

Barbados requires that importers obtain permits, licenses or permission from the relevant authorities for specified products prior to importation. Phytosanitary certificates are required from the exporting authorities for fresh fruit, vegetables, plants and plant materials and must accompany the goods declaration before processing is allowed. Similarly overseas health certificates must accompany meat and meat products. Psychotropic and other controlled drugs are subject to licenses from the Ministry of Health. Additionally, there are a number of other products that must meet obligatory from the Barbados National Standards Institution.

Tariffs and Import Taxes:

Barbados is an active member of CARICOM, and as such, has implemented CARICOM's common external tariff for goods, with import duties ranging from 0-20 percent. Some items carry a higher import duty rate such as fruit and vegetables 40%, jewelry 60%, watches 50% and motor vehicles 45%. An additional 1% environmental levy is also imposed. The environmental levy rates that vary from 1% are on motor vehicles (US\$75.00 per vehicle), refrigerators (US\$7.50 per refrigerator) and television sets (US\$5.00 per set). All goods imported in other than containers of plastics, glass, metal or paperboard incur a 0.75% environmental level of C.I.F. value. Excise tax is charged on four categories of goods namely, alcoholic beverages, tobacco products, motor vehicles and petroleum products. Examples of excise tax rates are as follows. Sparkling Wine US\$1.75 per liter. Vodka US\$6.75 per liter. Cigarettes containing tobacco products US\$0.235 per 5. Motor vehicles 46.95%, 64.35%, 76.34% or 93.73% depending on the engine capacity and chargeable value. Petroleum products – gasoline US\$0.35 per liter. Liquefied Propane 24.65%. A value added tax (VAT) was instituted on January 1, 1997, replacing eleven different taxes, which fell primarily on imports, including the consumption tax and stamp duties. The VAT is levied at 15 percent on most goods and services and 7.5 percent on hotel accommodations. Many basic food products, and some goods and services, for example International Business Companies, financial services, water and medical services, have been zero-rated or exempted from the tax.

Customs Valuation:

Values for Customs purposes are on a Cost Insurance and Freight (CIF) basis. Commercial invoices are required. The World Trade Organisation (WTO) Valuation Agreement has been implemented in Barbados.

Import Licenses:

Prior to April 2000, import licenses were required for most agricultural products that could be sourced locally or within the CARICOM, including carrots, onions, chicken, fish and rice. Licenses were not always issued, particularly when local product supplies were high. As of April 1, Barbados met a key World Trade Organization (WTO) agreement by eliminating restrictive licensing procedures and imposing in their place WTO-approved bound duty rates. However, licenses – which are now automatically granted – are still required for some goods. A complete list of items that require an import license can be found in the publication Open Import General License Regulation 1995, which can be obtained from the Government Printery (tel. 246-436-6776). Importers must obtain the licenses prior to the importation of the goods. Goods subject to bound duty rates can be found on the Customs Tariff (Amendment) Order, 2000 S.I. 2000 No. 29. Items such as fireworks, gaming machines and passenger vehicles still remain on the schedule.

Temporary Entry:

Most goods can be brought temporarily into Barbados, though they must be registered with Customs at the port of entry. Sometimes, a bond must be posted to ensure the re-export of the goods. No bonds are required for used professional apparatus e.g. television and film equipment. Detailed lists must however be provided to Customs.

Import/Export Documentation:

Below are some of the documents that must be presented to customs when goods arrive in Barbados.

- Airway bills or bills of lading depending on the method of import.
- The CARICOM document invoice.
(The Commercial Invoice is acceptable if all of the required information is present).
- The supplier's invoice documenting all items in the shipment
- The C-60 form – a declaration of particulars relating to Customs Value.
- A C-63 form - indicating the items shipped, the weight, the shipper, the tariff code etc. must also be attached.

For exports, the C-63 form is also used. The Commercial Invoice and the relevant Central Bank forms must also be presented to customs.

When import licenses are required, they must be obtained prior to importation.

The use of a registered customs broker is recommended when preparing export/import documents.

Restricted Imports:

Almost all goods can be imported into Barbados, though some require import licenses, including many agricultural products. Beer, fruit juices and fruit drinks can be imported with a license.

Export Controls:

There are no significant export controls.

Standards:

Importing goods that meet U.S. or European standards is rarely a problem. A number of local companies have successfully completed the ISO 9000 certification process. Others are in the process of working towards certification.

Free Trade Zones/Warehouses:

There are no free trade zones in Barbados. The government permits goods to be stored in licensed bonded warehouses with duties payable prior to the removal of goods for home consumption.

Membership in Free Trade Arrangements:

Most products manufactured in Barbados are eligible for duty-free and quota-free entry to major world markets:

Under the Caribbean Basin Initiative (CBI) and the Generalized System of Preferences (GSP), many products made in Barbados enter the United States duty-free provided one of either two requirements are met: 1) at least 35 percent of the product's value originated in Barbados, or 2) at least 20 percent of the product's value originated in Barbados if not less than 15 percent originated in the United States or Puerto Rico. Effective October 1, 2000, through the recently passed Trade and Development Act 2000, which contains "CBI Enhancement" provisions, additional products will be allowed to enter the United States duty-free, including certain textile products, canned tuna, footwear, handbags, luggage, watches, and petroleum and derivatives.

Under CARIBCAN, products manufactured or assembled in Barbados can be exported to Canada free of duty if at least 60 percent of the ex-factory price of the product originated in Barbados or Canada.

Under the Cotonou Agreement (the successor to the Lome IV Convention), certain products meeting

specified rules of origin can be shipped to countries of the European Union and their overseas departments free of duty.

As a member of the Caribbean Community and Common Market (CARICOM), products manufactured in Barbados can be exported free of customs duties to the markets of the other CARICOM states if the products are wholly produced and meet a minimum value-added criterion or a change in customs classification.

Under a CARICOM-Venezuela agreement, Barbadian-manufactured products can be exported to Venezuela duty-free if at least 50 percent of their value is local value-added or if the final product is classified under a different tariff heading than any of the material inputs.

CARICOM signed a trade agreement with Colombia that allows duty-free treatment into Colombia of a list of goods that comprised 86 percent of CARICOM's exports to Colombia (in a particular base year). Tariffs on goods accounting for another 4% of exports to Colombia are gradually being eliminated. The agreement with Colombia has a 40 percent regional content rule of origin.

Barbados is a member of the General Agreement on Tariffs and Trade (1947) and has signed and is in the process of implementing all provisions of the World Trade Organization (1994).

Customs Contact:

Her Majesty's Customs
Captain Randolph Straughan
The Comptroller of Customs
Port Authority Building
Harbour Road
St. Michael
Barbados
Tel: 246-430-2310
Fax: 246-430-2370

VII. INVESTMENT CLIMATE

Openness to Foreign Investment:

The Government of Barbados through the Barbados Investment and Development Corporation (BIDC) strongly encourages foreign direct investment in Barbados. Foreign nationals receive the same protections as local citizens. Barbados is proud of its tradition of the rule of law. The police

and court systems are efficient and unbiased, and the government operates in an essentially transparent manner. Foreign investment should be registered with the Central Bank so that profits and capital may be freely repatriated.

Right to Private Ownership and Establishment:

Foreign investment is subject to the approval of the Government (normally, the Minister of Industry, Commerce and Business Development or the Minister of Finance). Please refer to sections on franchises and on investment practices.

Protection of Property Rights:

Property rights are protected in Barbados. Liens can be placed on property, including chattel property (an article of personal or movable property); mortgage claims can be pursued in court.

Foreign Trade Zones/Free Ports:

There are no foreign trade zone or free ports in Barbados.

Performance Requirements/Incentives:

Incentives for manufacturing are available under The Fiscal Incentives Act (1974), which does not discriminate between foreign and national ownership. Any manufacturer may qualify for a maximum 10-year tax holiday by satisfying a value-added criterion or as a so-called "enclave" (International Business Company) that, by definition, exports 100% of its output to markets outside of CARICOM.

The Training Grant Scheme, which makes modest reimbursements toward training costs at the time of company start-up, is similarly open to participation by both locally- and foreign-owned companies. The Barbados Investment and Development Corporation (BIDC) administers this program.

The BIDC also administers two programs with a focus on developing local business. The Export Grant and Incentive Scheme, helps both locally- and foreign-owned companies (but only those foreign companies with management/marketing branches located in Barbados). The scheme helps to defray export costs such as the preparation and shipment of samples and the development of marketing materials. The second type of assistance to local business is the Technical Assistance Program, which helps companies solve a range of problems. Local small businesses can also use the services of the BIDC's Small Business Development Center, which offers conference room facilities, communications services, short-term office space, and access to a commercial library, among other

services.

Major Taxation Issues Affecting U.S. Business:

Under Section 14A of the Income Tax Act, any manufacturing company in Barbados can enjoy tax reductions that are based on the percentage of its profits derived from export income. Again, no distinction is made between locally- and foreign-owned companies. The scale is as follows:

Export Profits as % of Total Profits	Rebate of Income Tax as a % of Income Tax on Export Profits
Up to 20 percent	35%
More than 20 and up to 40 percent	45%
More than 40 and up to 60 percent	64%
More than 60 and up to 80 percent	79%
Above 80 percent	93%

An International Business Company, which must by the terms of its incorporation export 100 percent of its manufacture, enjoys an even more advantageous tax structure; the rate of tax is as follows:

For gains and profits up to \$10 million	2.5 percent
More than \$10 million and up to \$20 million	2.0 percent
More than \$20 million and up to \$30 million	1.5 percent
More than \$30 million	1.0 percent

An IBC is entitled to import into Barbados machinery and equipment free from certain taxes and duties. An IBC also enjoys exemption from Withholding Tax and Transfer Tax on the transfer of its assets. An IBC also may make certain foreign exchange transactions for which other types of companies would need permission from the Central Bank of Barbados that administers the Exchange Control regulations.

Corruption:

Corruption is not a major problem in Barbados.

Labor:

Trade unions, and the leaders of the trade union movement, enjoy a unique and generally respected position in Barbados. The founders and early builders of the nation's political parties were often trade unionists-turned-politicians who played key roles in helping transform Barbados from an

English colony to a relatively modern, forward-thinking nation with a good educational system and democratic traditions that are respected today. Union membership has declined somewhat this decade as more Barbadians began to enjoy the higher wages of middle and professional class employment and professions. Unions occasionally remind the political leadership that they retain the ability to disrupt the nation's work in order to achieve their goals, however, and should not be ignored. Barbados developed in the early 1990's a successful tri-partite social partnership, called Protocol, between labor, government and employers, that has minimized labor disruption and fostered productive relations between these key economic players, especially in growth and economic issues of national importance.

Barbados enjoys a relatively tranquil labor environment among the Caribbean states. Local labor leadership is sensitive when it perceives what it considers a lack of respect for Barbadian laws and customs by large, visible foreign employers, but is generally cooperative with management in unionized shops. Barbados does not have labor legislation that mandates a legal process necessary for unions to achieve status as bargaining agents. It is evident that union leadership would resist codification of the recognition process, in any event. Smaller workplaces are generally not affected one way or the other as long as adequate wages and conditions are provided. One influential labor leader described Barbados as 'placid' for foreign employers as long as they respect the customs and practices of the country with regards to the rights of workers to be represented. Early contact and rapport with Labor Ministry officials and union leaders by foreign investors could pay handsome dividends in later labor harmony.

Efficiency of Capital Markets and Portfolio Investment:

The Securities Exchange of Barbados was established June 1st, 1997 as a corporate body without share capital. The Securities Exchange of Barbados handles stock and mainly government bonds. There are currently no offerings of commercial paper. The Securities Exchange of Barbados is regulated under the Securities Exchange Act of 1982. The Government of Barbados developed the capital market to assist companies to raise equity and in the privatization efforts. Non-nationals are required to obtain exchange control approval from the Central Bank of Barbados to trade securities on the Securities Exchange of Barbados. As of December 31, 1999, overall market capitalization on the Securities Exchange of Barbados, including both Barbadian and foreign domiciled companies, closed at \$5.9 billion. This compares with an overall market capitalization of \$4.8 billion for 1998.

Conversion and Transfer Policies:

The Central Bank of Barbados administers exchange control regulations under the Exchange Control Act. Individuals may convert the equivalent of US\$3,750 per year for personal travel and US\$25,000 for business travel without special permission if they are traveling outside the country by applying to a local bank. Amounts in excess of US\$3,750 and US\$25,000 may be obtained upon

application to the Central Bank. Profits and capital from foreign direct investment may be repatriated if the investment was registered with the Bank at the time the investment was made. The Central Bank may limit or delay conversions depending on the level of international reserves under the Bank's control.

Expropriation and Compensation:

Like most governments, the Government of Barbados reserves the right to compulsorily acquire property for public uses, but the Embassy is not aware of any outstanding expropriation claims.

Dispute Settlement:

The United States and Barbados are both parties to the World Trade Organization, under which disputes falling under that agreement may be subject to dispute resolution by an arbitral panel. There is no forum available to private disputants, other than courts of appropriate jurisdiction in both countries. Barbadian law is based on the British common law system. Barbados is a member of the International Center for the Settlement of Investment Disputes (ICSID), also known as the Washington Convention. However, Barbados has not yet ratified the New York Convention (1958) on the Negotiation and Enforcement of Foreign Arbitral Awards, although the New York Convention's provisions have been written into Barbados' domestic law.

Political Violence:

Political violence is unknown in Barbados.

Performance requirements and incentives:

Other than reductions on income tax rates for exporting manufacturers, there are no performance requirements or incentives in Barbados.

Bilateral Investment Arrangements:

There is no bilateral investment treaty between the United States and Barbados.

Major U.S. Investors:

[List may not be complete]

American Airlines

Atlantic Manufacturing

Bondhus Corp.

Charles T. Gamble Industries
Cirrus Logic
Conoco Inc.
Crowley American Transport
C S Caribbean Flavors
David Seaham Associates
RR Donnelley Barbados Limited
Ecolab Barbados Ltd. (joint venture)
EDI (Barbados) Inc.
Carib Supply (B'dos) Ltd.
Lenstec Ltd.
MSI International Ltd.
Tropical Shipping
Texaco
Waggoner Barbados Ltd.

Contact for Investment Related Inquiries:

Barbados Investment and Development Corporation (BIDC)
Pelican House
Princess Alice Highway
Bridgetown
Barbados
Tel: 246/427-5350
Fax: 246/426-7802

VIII. TRADE AND PROJECT FINANCING

Banking System

Barbadian, Canadian-parent, and United Kingdom-parent banks operate on equal terms in Barbados. Although U.S.-parent commercial banks have operated in Barbados in the past, none currently do so. Financing using domestically generated funds is generally available only to Barbadians or permanent residents of Barbados.

The Embassy recommends that U.S. exporters to Barbados require payment using confirmed letters of credit at least until firms have a satisfactory record of doing business.

Both Barbados and the United States are members of the Inter-American Development Bank; as

such, U.S. firms are eligible to bid on IDB-financed projects. The Embassy submits notice of these projects to the National Trade Data Bank as soon as information is available.

Project Financing

In 1999, the Overseas Private Investment Corporation (OPIC) signed an agreed with Citibank to establish a \$200 million Investment Facility for the Caribbean and Central America, as a means of encouraging investment and stimulating economic development in the region. OPIC provides financing and political risk insurance to viable private sector projects.

Foreign Exchange Controls

The Central Bank of Barbados has delegated the authority to the commercial banks to issue drafts to individuals or business as payment for goods purchased. The limit is US\$125,000 per transaction, provided the required documents are submitted to the commercial bank. Individuals or businesses requiring funds in excess of US\$125,000 must apply to the Central Bank of Barbados for authority to purchase the foreign exchange from a commercial bank.

Commercial Banks:

The Bank of Nova Scotia
P.O. Box 202
Broad Street
Bridgetown, Barbados
Tel: 246/431-3000
Fax: 246/426-0969

Barbados National Bank
Broad Street
Bridgetown, Barbados
Tel: 246/431-5700
Fax: 246/429-2606

Barclays Bank PLC
P.O. Box 301
Broad Street
Bridgetown, Barbados
Tel: 246/431-5300
Fax: 246/431-0608

Caldon Finance Merchant Bank (Barbados) Ltd.
Tweedside Road
St. Michael
Tel: 246/437-7550
Fax: 246/436-4999

Canadian Imperial Bank of Commerce
P.O. Box 503
Broad Street
Bridgetown, Barbados
Tel: 246/417-2400
Fax: 246/436-9319

Caribbean Commercial Bank Ltd.
P.O. Box 1007C
Broad Street
Bridgetown, Barbados
Tel: 246/431-2500
Fax: 246/431-2530

Caribbean Financial Services Corporation
Radley Court, Collymore Rock
St. Michael, Barbados
Tel: 246/436-1960
Fax: 246/426-1869

Mutual Bank of the Caribbean Inc.
Trident House
Lower Broad Street
Bridgetown, Barbados
Tel: 246/436-8335
Fax: 246/429-5734

Royal Bank of Canada
Barbados & Eastern Caribbean Regional Office
1st Floor, Bldg1, Chelston Park
St. Michael, Barbados
Tel: 246/431-6501
Fax: 246/430-9160

IX. BUSINESS TRAVEL

Business Customs

For men, suit and tie is the normal business attire for non-Barbadians; Barbadian men sometimes wear a "shirt-jack," which is akin to a safari-type short-sleeved jacket with matching trousers. For women, a long- or short-sleeved suit, or a dress, is appropriate. Business hours are generally from 8:00 am - 4:30 pm. Luncheon meetings are common, but breakfast meetings are not. Appointments are generally required for business meetings.

Travel Advisory and Visas

No travel advisories are in effect. Visas are not necessary for U.S. citizens carrying U.S. passports. U.S. citizens traveling direct from the United States to Barbados may be admitted without a passport for a period not exceeding three (3) months, as long as they present photo identification establishing their identity and nationality, along with a valid return ticket. However, U.S. citizens may find it easier to re-enter the United States if they carry a valid passport. Barbados collects a departure tax of BDS\$25.00 (US\$13.00).

Holidays

- New Year's Day (January 1)
- Errol Barrow's Birthday (January 21)
- Good Friday (April 21)
- Easter Monday (April 24)
- National Hero's Day (April 28)
- Labor Day (May 1)
- Whit Monday (June 12)
- Emancipation Day (August 1)
- Kadooment Day (August 7)
- Independence Day (November 30)
- Christmas Day (December 25)
- Boxing Day (December 26)

Work Week:

Monday through Friday, 8:00 a.m. - 4:30 p.m. Banking hours are 8:00 a.m. to 3:00 p.m. from Monday through Thursday, and from 8:00 a.m. to 5:00 p.m. on Friday; closed

Saturday.

Business Infrastructure

Airport: Grantley Adams International.

Runway: L 6,200 feet x W 150 feet.

Accommodates international, regional, and local traffic; passenger and freight service.

One U.S. commercial airline flies directly to San Juan, Miami, and New York, and by connecting flights to the rest of the world daily. Canadian and British airlines fly direct service to those countries, and Caribbean-based air carriers provide frequent service to the rest of the Caribbean and to Venezuela.

Language:

English.

Communications:

There is one local television station (government-owned Caribbean Broadcasting Corporation) which, in addition to local programming, sells satellite service which broadcasts a number of U.S. "cable" television channels. There are two AM, and six FM radio stations, and two daily newspapers (the Advocate and the Nation).

The Caribbean News Agency (CANA) is based in Barbados. Many U.S.-based courier and package delivery services operate in Barbados, and the Barbados Post Office has an express delivery service that guarantees delivery within 48 hours. Local letter rates are BDS \$0.40 for unsealed letters and BDS\$0.45 for sealed (Closed) letters, and BDS\$1.15 for letters to the United States.

Most business offices and hotels have facsimile machines; travelers can generally use hotel machines on a fee basis. Cable and Wireless BET Limited has a service whereby that firm can receive facsimile messages at no fee to the addressee, but the senders pay to send faxes. Incoming facsimile messages should have the addressee's name clearly marked, and sent to the following fax number: 246/429-4854. Senders are charged BDS\$5.00 for the first page plus BDS\$2.00 for each additional page, plus any long-distance phone charges. Telephone calls and faxes are free within Barbados, while calls and faxes to the US cost BDS\$3.05 per minute of transmission time. Various secretarial service firms will also send facsimile messages for a fee.

Making telephone calls to the United States and to most parts of the world is generally as easy as making calls within the United States, although the charges are much higher. Tone service is usually

available. Telephone operators accept most global (as opposed to US only) calling cards for billing -- AT&T, Global Sprint, Bell, Discover, Visa and MasterCard are accepted. The long- distance telephone operators for billing do not accept MCI, US-Sprint, and American Express.

Health:

The main hospital is the 600-bed Queen Elizabeth Hospital in Bridgetown, and there are several well-equipped health clinics distributed throughout the island. The medical community includes specialists trained in the Caribbean, the United States, Canada, and Europe. Barbados is experiencing a growing problem with dengue fever, a mosquito-borne viral illness which, until recently, was almost eradicated.

Food:

Foods are safe to eat. Specialties of the island include flying fish (and many other types of fish), cou-cou and pepper pot. Fresh tropical fruits and vegetables are readily available. Fresh water around the island is safe to drink.

Other: Electricity is 110 volts/50 cycles.

(The U.S. is 110 volts/60 cycles. The cycle difference affects made-for-the-U.S. electronic items especially those with timing mechanism.)

U.S. business travelers are encouraged to obtain a copy of the "Key Officers of Foreign Service Posts: Guide for Business Representatives" available for sale by the superintendent of documents, U.S. Government Printing Office, Washington, D.C. 20402; Tel. (202) 512-1800; Fax (202) 512-2250.

Business Travelers to Barbados seeking appointments with U.S. Embassy Bridgetown Commercial Service officials should contact the Commercial Section in advance of their travel. The Commercial Section can be reached by telephone at (246) 436-4950 Ext. 2240, Fax at (246) 429-5246 or E-mail: doreen.weekes@mail.doc.gov.

X. ECONOMIC AND TRADE STATISTICS

Appendix A: Country Data

Information provided by Barbados Statistical Service)

Population: 267,400 (end-1999).

Population Growth Rate: 0.7 percent (estimated end-1999)

Religion(s): The population is 70 percent Anglican. Of the remaining 30 percent, Methodists, Moravians, and Roman Catholics are represented most strongly. Hindu, Muslim, Jewish and Baha'i congregations also exist in Barbados.

Appendix B: Domestic Economy

(Information provided by Central Bank of Barbados and Barbados Statistical Service)

BARBADOS: Key Economic Indicators

(In millions of U.S. dollars, unless otherwise noted)

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Nominal GDP	2,389	2,444	N/A
GDP Growth Rate (%)	4.4	3.1	2%-3%
Nominal GDP per capita	7,350	N/A	N/A
Government Spending as % of GDP	28	29	N/A
Inflation (yearly average)	-1.2	1.6	N/A
Unemployment	12.3%	10.4%	N/A
Foreign Exchange Reserves	284	340	N/A
Average Exchange Rate for U.S.\$1.00	2.0	2.0	2.0
Debt Service Ratio	9.7	10.9	N/A
Appendix C: Trade			

(Information provided by the Central Bank of Barbados)

USD Millions

	1998 (Actual)	1999 (Actual)	2000 (Estimated)
Total Exports	248	250	N/A
Total Imports	1,010	1,068	N/A
Imports from U.S.	413	443	N/A
Exports to U.S.	37	43	N/A

Appendix D: Investment Statistics

Statistics on the stock of foreign direct investment are not available.

XI. U.S. AND COUNTRY CONTACTS

Appendix E: U.S. and Country Contacts

United States Embassy Trade Contacts:

U.S. Department of State
Economic/Commercial Officer
United States Embassy
Address for mail from the United States:
American Embassy, CMR1014, FPO AA 34055
International Mail Address:
P.O. Box 302, Bridgetown, Barbados, W.I.
Tel: 246/436-4950
Fax: 246/429-3379

U.S. and Foreign Commercial Service
Doreen Weekes, Commercial Assistant
United States Embassy
Address for mail from the United States:
American Embassy, CMR 1014, FPO AA 34055
International Mail Address:
P.O. Box 302, Bridgetown, Barbados, W.I.
Tel: 246/436-4950 Ext. 2240
Fax: 246/429-5246

U.S. Business Association:

Secretary
U.S. Business Association
C/o Tansitor (Barbados) Limited
Block 14 Newton Industrial Park
Newton
Christ Church
Tel: 246/428-8604

Fax: 246/428-4655

Trade Associations/Chambers of Commerce in Barbados:

Barbados Association of Professional Engineers

P.O. Box 666

Bridgetown, Barbados

Tel: 246/425-6105

Fax: 246/425-6673

Barbados Bar Association

Geddes Grant Building

White Park Road

St. Michael, Barbados

Tel: 246/437-7316

Barbados Chamber of Commerce and Industry

Mr. Rolph Jordan, Executive Director

Nemwil House

Collymore Rock

St. Michael, Barbados

Tel: 246/426-0747

Fax: 246/429-2907

Barbados Employers' Confederation

Nemwil House

Collymore Rock

St. Michael, Barbados

Tel: 246/426-1574

Barbados Hotel and Tourism Association

Fourth Avenue

Belleville

St. Michael, Barbados

Tel: 246/426-5041 or 429-7113

Barbados Manufacturers' Association

Pelican Industrial Park

St. Michael, Barbados

Tel: 246/426-4474 or 427-9898

Fax: 246/436-5182

Barbados Sugar Industry Limited

Warrens

St. Michael, Barbados

Tel: 246/425-0010

Caribbean Association of Industry and Commerce Inc.

P.O. Box 259

S.P. Musson Building

Hincks Street

Bridgetown, Barbados

Tel: 246/436-6385

Caribbean Broadcasting Union

Wilkins Lodge

Two Mile Hill

St. Michael, Barbados

Tel: 246/4301000

Fax: 246/429-2171

Caribbean Conservation Association

Savannah Lodge

Garrison

St. Michael, Barbados

Tel: 246/426-5373

Fax: 246/429-8483

Insurance Association of the Caribbean

IAC Building

Merrose

Lower Collymore Rock

Tel: 246/427-5608

Life Underwriters Association of Barbados Ltd.

Room 411

Third Floor, Norman Center

Broad Street

Bridgetown, Barbados
Tel: 246/426-2266

Shipping Association of Barbados Ltd.
Second Floor, Trident House
Broad Street
Bridgetown, Barbados
Tel: 246/427-9860
Fax: 246/426-8392

Government of Barbados – Selected Ministries:

Office of the Prime Minister,
Minister of Finance and Economic Affairs
Minister for the Civil Service
The Rt. Honorable Owen S. Arthur, MP
Government Headquarters
Bay Street
St. Michael, Barbados
Tel: 246/426-3179
Fax: 246/436-9280

Office of the Deputy Prime Minister, Minister of Foreign Affairs and Foreign Trade
The Honorable Billie A. Miller, MP
#1 Culloden Road
St. Michael, Barbados
Tel: 246/429-7108
Fax: 246/429-6652

Attorney General and Minister of Home Affairs
The Honorable David Simmons
Frank Walcott Building
Culloden Road
St. Michael, Barbados
Tel: 246/431-7750
Fax: 246/228-5433

Minister of Industry and International Business
The Honorable Regional Farley
The Business Centre, Upton

St. Michael
Tel: 246/430-2229
Fax: 246/228-6167

Minister of Commerce, Consumer Affairs & Business Development
The Honorable Ronald Toppin
Reef Road
Fontabelle
St. Michael, Barbados
Tel: 246/427-5270
Fax: 246/431-0056
Minister of Labour, Sports and Public Sector Reform
The Honorable Rudolph "Cappy" Greenidge
N.I.S. Building
Fairchild Street
Bridgetown, Barbados
Tel: 246/427-2326
Fax: 246/426-8959

Minister of Health and the Environment
The Honorable Phillip C. Goddard
Jemmott's Lane
St. Michael
Tel: 246/426-4669
Fax: 246/426-5570

Minister of the Public Works and Transport
The Honorable Rommell Marshall
P.O. Box 25
The Pine
St. Michael, Barbados
Tel: 246/429-3495
Fax: 246/437-8133

Minister of Housing and Lands
The Honorable Gline Clarke
Frank Walcott Building
Culloden Road
St. Michael, Barbados
Tel: 246/431-7601

Fax: 246/431-0174

Minister of Agriculture and Rural Development
The Honorable Anthony Wood
Graeme Hall
Christ, Church, Barbados
Tel: 246/428-4061
Fax: 246/420-8444

Market Research Firms:

Applied Marketing Consultants
Mr. James Nurse, Managing Director
Lowland Road
Christ Church, Barbados
Tel: 246/428-0400
Fax: 246/428-0514

Marketing Specialists (Caribbean) Ltd.
157 Lowlands Park
Christ Church, Barbados
Tel: 246/420-9421

Systems Caribbean Ltd.
Dr. Basil Springer, Managing Director
Baslen House
Kingston Terrace
St. Michael, Barbados
Tel: 246/431-8950
Fax: 246/429-5188

Commercial Banks in Barbados:

Listed in Section VIII.

Government of Barbados Development Banks/ Agencies and Central Bank:

Barbados Investment and Development Corporation (BIDC)
Pelican House
Princess Alice Highway
Bridgetown

Barbados

Tel: 246/427-5350

Fax: 246/426-7802

Central Bank of Barbados

Central Bank Building

Church Village

Bridgetown, Barbados

Tel: 246/436-6870

Fax: 246/427-9559

Development Banks and Agencies

Caribbean Development Bank

Wilkey

St. Michael, Barbados

Tel: 246/431-1600

Fax: 246/426-7269

Inter-American Development Bank

Maple Manor

Hastings, Christ Church

Tel: 246/427-3612

Fax: 246/429-8869

Caribbean Export Development Agency

Mutual Building

Hastings, Christ Church

Tel: 246/436-0578

Fax: 246/436-9999

Washington-based U.S. Government Country Contacts:

U.S. Department of State

Desk Officer for Barbados and the Eastern Caribbean

Room 3248

2201 C Street, N.W.

Washington, D.C. 20520

Tel: 202/647-2621

Fax: 202/647-4477

U.S. Department of the Treasury
Bureau of Customs
Washington, D.C. 20226
Tel: 202/927-2096

Office of the U.S. Trade Representative
600 Seventeenth Street, N.W.
Washington, D.C. 20506
Tel: 202/395-3000
Fax: 202/395-3911

TPCC Trade Information Centre
Washington
1-800-USA-TRADE
1-800-872-8723

U.S. Department of State
Office of the Coordinator for Business Affairs
Tel: 202/746-1625
Fax: 202/647-3953

U.S. Department of Commerce
Michelle Brooks
Desk Officer Barbados and the Eastern Caribbean
14th & Constitution Ave. NW
Washington, DC 20230
Tel: 202/482-1658
Fax: 202/482-0464

U.S. Department of Agriculture
Foreign Agricultural Service
Trade Assistance and Promotion Office
14th & Independence Ave. SW
South Building
Washington, DC 20250
Tel: 202/720-7420

U.S. Caribbean Basin Agricultural Trade Office

Suite 720
909 SE 1st Avenue
Miami, FL 33131
Tel: 305/536-5300
Fax: 305/536-7577

XII: MARKET RESEARCH AND TRADE EVENTS

Appendix F: Market Research

International Market Insight:

Barbados Port Expansion Project:

- Engineering Supervision Services

South Coast Sewerage Project:

- Parts, Tools & Equipment

Caribbean Energy Information System:

- Consultancy Services in Renewable Energy

Ministry of Education:

- Refurbishment of Primary & Secondary Schools Phase 2,
- Computer Equipment and Information Technology
- Educational Equipment and Supplies, Instructional Materials and Equipment for Primary Schools

Grantley Adams Airport Expansion Project:

- Upgrade of Airport Facilities and Equipment
- Contractors for Terminal Works

Solid Waste Management Program:

- Design, Construction and Operation of Solid Waste Disposal Facilities.

Market of Opportunity Report:

- Telecommunications Services

Other Market Research Reports:

- Used Medical Equipment
- Market Prospects for Remanufactured, Rebuilt and/or Used Motor Vehicle Parts
- Duties, Taxes and Customs Procedures for Information Technology Products

A complete list of market research is available on the NTDB

Appendix G: Trade Event Schedule

Expo USA 2000 (Regional Event)

September 14-16, 2000

Contact: Commercial Service, Santo Domingo. Tel: (809) 221-2121. Fax: (809) 540-0181

Barbados Trade Organization Scheduled Events

BMEX 2001

Barbados Manufactures Association Trade Show

June 1-4, 2001

Contact: Barbados Manufactures Association

Tel: 246/426-4474, Fax: 246/436-5182

Firms should consult the Export Promotion Calendar on the NTDB, or contact the Post Commercial Section for the latest information or to arrange individual trade programs.