

EXPORT TIPS: CARIBBEAN

1) Shipping goods to the Caribbean?

If so, it's important to be aware of the rules and regulations by which you must abide in order for your products to arrive without delay. For example, did you know that your goods must be approved by the Government Certifying Authority in the Caribbean community for which your goods are to be transported? And that a Certificate of Origin must be obtained as a result? For more information on the shipping protocols when exporting your goods, visit the Caribbean Shipping Association: www.caribbeanshipping.org/archway/front.htm .

2) Market access conditions - why are these important?

Market access conditions include things like customs, tariffs, free trade agreements, non-tariff barriers, and the like – things that have the potential to limit the amount of market access your products have to the Caribbean market (or elsewhere). For example, did you know that Barbados allows duty-free imports from fellow CARICOM members but charges a CET import duty to members on certain products? Researching the level of market access not only from Canada but from CARICOM members as well is crucial to determine the feasibility of the chosen export market. To find out more about the market access conditions in your chosen Caribbean community, check out the Caribbean Trade Reference Center: ctrc.sice.oas.org/ for more information.

3) Interested in exporting to the Caribbean but not sure know where to start?

Don't worry – Kisserup is here to help. Aside from Canadian-based organizations that specialize in export development, there are numerous Caribbean-based organizations with export advice to offer as well. Once you have determined which Caribbean regions to export to, local organizations like Jamaica Trade and Invest and The Guyana Office for Investment liaise with organizations, investors and the government to facilitate export development - among other things. For more information, visit: www.jamaicatradeandinvest.com and www.goinvest.gov.gy.

4) Is your intellectual property (IP) protected?

Whether you have a patent, trade-mark, copyright, industrial design, integrated circuit topographies or plant breeder's rights, you need to know what is protected, where it is protected and for how long. In the Caribbean, each region is host to its own set of intellectual property rules and regulations; thus, it would be wise to contact the Intellectual Property Office for each Caribbean region you plan to export to and begin the process of protecting your IP prior to entry. To learn more, check out the Barbados Corporate Affairs & Intellectual Property website at www.caipo.gov.bb/intell/intell.html or the Jamaica Intellectual Property Office (JIPO) website at www.jipo.gov.jm or the Trinidad & Tobago Intellectual Property Office website at www.ipa.gov.tt.