



Haiti



Export Guide to the Consumer Food Market

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List of Abbreviations Used

BVI British Virgin Islands

CARICOM Caribbean Community (comprised of Antigua & Barbuda, the Bahamas, Barbados, Belize, Dominica, Grenada, Guyana, Haiti, Jamaica, Montserrat, St. Kitts-Nevis, St.

Lucia, St. Vincent & the Grenadines, Suriname, Trinidad & Tobago). The Bahamas is not a member of the common market.

CET	Common External Tariff (applied by CARICOM)
CIF	Cost, Insurance, Freight
DR	Dominican Republic
EU	European Union (comprised of Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, the United Kingdom)
FAS	Foreign Agricultural Service (USDA)
FOB	Freight on Board
GATT	General Agreement on Tariffs and Trade
HRI	Hotel, Restaurant, Institutional
HS	Harmonized System (product classification system for customs tariffs)
ICI	Informal Commercial Importer
KG	Kilograms
KM	Kilometers
MT	Metric tons
NA	Netherlands Antilles
NES	Not Elsewhere Specified
NZ	New Zealand
OECS	Organization of Eastern Caribbean States (comprised of Antigua & Barbuda, the British Virgin Islands, Dominica, Grenada, Montserrat, St. Kitts-Nevis, St. Lucia, St. Vincent & the Grenadines). Anguilla and the British Virgin Islands are associate members.
US	United States of America
USDA	United States Department of Agriculture
USDOC	United States Department of Commerce
USVI	United States Virgin Islands
WTO	World Trade Organization
VAT	Value Added Tax

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Basic Facts (Geography, Demographics, Infrastructure)

Haiti occupies the western one-third of the island of Hispaniola, the eastern two-thirds being occupied by the Dominican Republic. It is located 750 miles southeast of Miami and 50 miles east of Cuba in the Caribbean. A French speaking country, it has a total area of 27,750 square kilometers, slightly larger than Maryland, and is divided into nine administrative divisions. About two-thirds of the land area is rough and mountainous. Areas of low land contain several lakes, and numerous rivers flow from the eastern mountain slopes to the sea. The climate is tropical or semiarid where mountains in the East cut off trade winds. The total population is 7.2 million, with about 70 percent living in rural areas. Port-au-Prince is the capital and the most populated city. Together with Petionville, a city located on the outskirts, it has an estimated population of 1.5 million. The second largest city is Cap Haitien, in the north, with a population of 107

thousand. About 95 percent of the population are of African descent; the rest is mostly of mixed African-Caucasian ancestry. A few are of European or Levantine stock.

The political turmoil of 1991-1994 has left the Haitian economy in a shambles. Haiti now depends heavily on international assistance, including food grants from the United States. GNP per capita is estimated at \$340 (1996) and unemployment and underemployment at 70 percent. Agriculture is mainly small-scale subsistence farming and accounts for 44 percent of GNP while employing two-thirds of the population. Major crop exports are coffee, cocoa, sisal and mangoes. Haiti is the second largest exporter of mangoes to the US market. The currency is the Haitian gourde.

Two major seaports are active, the first in Port-au-Prince, and the second in Cap Haitien. The Port-au-Prince port has a roll-on/roll-off facility, a thirty-ton gantry crane and a fifty-ton mobile crane. Main shipping lines include American Gulf Line, Antillean Marine, CGM Sud, Crowley American Transport, Hapag Lloyd, Navieras de Puerto Rico, Nedlloyd Lines, Seaboard Marine, Tecmarine and others. The international airport is located in Port-au-Prince and features cargo facilities. Air cargo lines include Air Canada, Air Express International, Air France, Air Haiti, Air Jamaica, ALM, American Airlines, Haiti Air Freight International S.A., Haiti Trans Air, Nationair, and North Star Airlines. The Haitian internal transportation network includes a total of 2,500 miles of roads, of which 600 miles are paved, 600 miles otherwise improved, and 1,300 miles unimproved.

Consumer Trends and Attitude Towards Imports

Close to 75 percent of the Haitian population lives below the poverty line, subsisting on small-scale farming and international assistance. About 90 percent of the population rely on outdoor markets for the large majority of their food supply. Only about 40 percent of the population shop at supermarkets, and in most cases it is to buy specific items not available in the outdoor markets. Price is the predominant factor governing all purchasing decisions.

A small minority of the population, however, benefits from a high standard of living and has access to high quality and sophisticated goods. They represent the most

Alimpex
D'Adesky Import Export
Francheco Import Export
Generale d'Importation
Group Brandt

important sources of revenue for supermarkets.

Grocery shopping is usually daily, as the Haitian household rarely stores food products. Refrigerator ownership rate is low, around 20 percent, and those that do own a refrigerator do not always fully utilize it because of the high cost, and irregularity, of power supply. Electricity service is available to 45 percent of the population in Port-au-Prince and to only 3 percent of the population in the rest of the country.

About 75 percent of Haiti's food supply is accounted for by imports. There is some local production of fruits, vegetables, rice, cereals, poultry meat, and other products, but not in sufficient quantities to meet local demand. The attitude toward imported food is generally positive, but, outside of staple foods such as beans, imported foods are usually considered unaffordable by the mass of the population. The origin of the products does not play an important role in most cases, as only price matters to the consumer.

The Wholesale Food Sector

The Haitian wholesale market involves a multitude of small players. They include importing companies, supermarkets (many of which also operate wholesale divisions), and numerous individuals who import foods occasionally on an informal basis. Professional importers and supermarkets supply the retailers and HRI (hotel, restaurant, and institutional) trade, as well as the individual street resellers and open air markets. Overall, it is estimated that between fifty to sixty companies actively participate in the food import market. Many of them sell the entirety of their merchandise to retailers but some also distribute directly to the consumer. Informal importers play a very important role in the supply of the market, accounting for an estimated one-third to one-half of total food imports.

The majority of wholesalers are located in Port-au-Prince and Petionville. Most only supply the local market but the largest ones also supply retailers in the provinces. Cap Haitien in the north and Jacmel in the south also have some importers/wholesalers that supply the local market. Haitian wholesale companies tend to specialize in selected product lines. Some represent brands from major US or European manufacturers but also carry non-proprietary products. Comparatively, supermarkets tend to import a wider variety of items. Their favored sources of supply are wholesalers and manufacturers that offer a wide range of products. The largest Haitian food importers bring in one or two containers a week, while most only import one or two containers per

month on average. Major food wholesale companies include Alimpex, D'Adesky Import Export, Francheco Import Export, Generale d'Importation, and the Group Brandt. Major importing supermarkets include Caribbean Supermarket, K-Dis, Market Saint-Pierre, and Public's Supermarket.

Haitian wholesale companies tend to have only minimal investments in equipment. In general, they try to minimize warehousing as they lack the facilities to assure proper handling and storage of food products. An average Haitian wholesaler has one medium-sized warehouse from which customers are served. Very few companies deal with fresh or frozen products or have temperature-controlled rooms. Only large wholesalers operate a fleet of trucks and undertake delivery services in town. Wholesalers do not deliver in the provinces, but require that customers come to the warehouse and take delivery themselves. Only major and/or known retailers are allowed to buy on credit, the majority of sales being on a cash-and-carry basis.

The future of wholesale distribution depends on the development of the Haitian economy. Haiti will continue to depend on imported products and wholesalers should play an important role in the supply of the market in the future. However, their predominance will not emerge until order has returned to the market and the informal sector is regularized.

The Retail Food Sector

Street stalls and open air markets account for 90 percent of food sales to the consumer, the remainder being effectuated by supermarkets and convenience stores. There are four major open air markets and about forty supermarkets in Port-au-Prince/Petionville. Each of the other cities has one or two open air markets, and between two and four supermarkets. Convenience stores are present in all neighborhoods, but their number is not known precisely.

Street stalls and open air markets are the main sources of supply for food products. They involve individual resellers that settle down on the floor or set up a rudimentary stall to display their products. Product offerings can be imported as well as locally produced, and include fruits and vegetables, meat, seafood, confectionery, beverages and fruit juices. Suppliers to market vendors include local producers, supermarkets, wholesalers, and the informal commercial importers. These vendors rarely hold an

Caribbean Supermarket
Big Star Supermarket
Public's Supermarket
Eagle Supermarket
K-Dis

inventory of food products. However, the outdoor markets generally have depots that allow for the storage of dry food products such as rice, flour, beans and cereals.

Convenience stores are small stores of 100 to 300 square feet that carry a variety of foods and non-food products. They are owned and operated by one or two people and are present in every neighborhood. They carry staple foods as well as confectionery items, dairy products, beverages, and ice cream. Large supermarkets, wholesalers and informal importers supply these stores. They do not have code bar scanners and do not accept credit cards.

Haitian supermarkets are of small size. The largest one, Caribbean Supermarket, only has six checkout stands. There are no chains of supermarkets in Haiti, but three companies (Big Star Supermarket, Public's Supermarket and Eagle Supermarket) each have two affiliated outlets in addition to their main stores. Public's and Caribbean Supermarket accept credit cards, and are the only supermarkets which have scanners and use bar codes. Other major supermarkets include Express Supermarket, K-Dis, Market Saint-Pierre, and Oriental Market. Haitian supermarkets usually undertake direct imports and carry a wide variety of products. It is estimated that about 80 percent of the products which supermarkets offer are not available from any other category of retailer.

As price remains the most determinant factor, open air markets will continue to play an important role in the Haitian food distribution system. There are currently no reports of any extension project or of new investment plans in the supermarket business. Gas stations, however, are starting to offer food products, increasing the number of convenience stores competing in the marketplace.

Business Relationships/Choosing a Partner

The Haitian food distribution market is fragmented and disorganized. It would be difficult to identify one partner able to offer a national coverage for every category of products. For some selected items, however, wholesalers could offer highly valuable contribution, as they are familiar with the market and are well-known by retailers. They are still the most recommended partners for high volume items. Grocery products, on the other hand, can be directly marketed to supermarkets as well as to wholesalers. Supermarkets either sell the products themselves in their stores or resell them to smaller

vendors. A common practice is also to do business through an agent compensated on a commission basis. The agent usually promotes the products to wholesalers and retailers in his immediate territory.

Haitians are open to working with foreign exporters and are well disposed towards US businesspeople. Appointments with Haitian businesspeople should be made in advance. The workday is usually from 8:00 am to 5:00 pm. Most businessmen can converse in English. Invitations to restaurants are appreciated and business is usually discussed in restaurants as much as in offices.

Major importers benefit from credit terms from their traditional suppliers. Bank financing is difficult to obtain and interest rates are high.

Laws and Regulations Concerning Imported Food

Besides an outdated and unenforced "Code of Health", there are no specific laws or regulations on food products in Haiti. The only requirement is to mention the expiration date of the product on the packaging. There are no regulations on food additives, pesticides or contaminants.

Since the return to constitutional order in 1994, the Government of Haiti has embarked on an ambitious program of economic and structural reform. This program includes, particularly, a progressive trade modernization and liberalization ending fiscal year 1998/1999.

The situation of import procedure is not clearly defined due to the fact that five government agencies are concerned: the Ministry of Economics and Finance (MEF); the Ministry of Trade and Industry (MIC); the Ministry of Agriculture (MARNDR); the Ministry of Public Health (MSPP); and the Customs Administration (AGD)

It is advisable to follow these steps:

- (1) Get an import license or an import notice (whichever is applicable) from MIC.
- (2) Get a phytosanitary certificate (sanitary seal of approval) from the concerned health authorities of the supplying

country (otherwise the goods may stay in customs until MARNDR delivers such certificate).

A declaration must be made at customs by the importer within 21 days after the arrival of imported goods in Haiti, otherwise a fine of 5 percent of CIF value is applicable. The importer must present to Customs: the bill of lading or the airway bill; the original invoice from supplier; the pre-import documents; and all relevant documentation requested by Customs. At that time, a physical verification of goods is done by Customs.

Tariffs and Other Taxes

Haiti's former Custom tariff structure, which was characterized by tariffs of up to 50 percent, has been lowered to the 0 to 15 percent range (except for petroleum) and quantitative restrictions have been eliminated since 1995. The adoption of the Harmonized System, as tariff nomenclature, has been approved by parliament but it is not yet in practice since the new matching law reducing maximum tariffs and tariff dispersion through a three-band regime in the 0 to 10 percent range has not been approved yet by Parliament. An automated control system (ASYCUDA) has been established and is expected to become fully operational at the Port-au-Prince harbor and airport in January 1998. Also, the GATT (WTO) basis of value has been presented for approval to parliament.

Haiti recently became a member of CARICOM and will apply the CARICOM External Tariff (CET). The maximum CET rate is 35 percent, with a 5 percent surcharge for many agricultural products. A listing of Haitian tariffs for consumer food products follows as Appendix 2.

The following sequence is applied by Customs to determine the total of duties and taxes payable by the importer.

(a) Valuation

The actual basis of value of food imports is the C.I.F. value determined by the cost of the goods based on the original invoice from the country of origin. If Customs does not accept the invoice,

the basic value is determined by comparison with similar imports from other companies. If the importer does not accept said valuation, it is his responsibility to prove the validity of the original invoice. Insurance and freight costs as mentioned in the bill of lading or airway bill, are generally accepted by Customs.

(b) Conversion

Prior to the application of duties and taxes, C.I.F. value of food imports is converted to Haitian Gourdes. The prevailing rate for a given week is the one transmitted to Custom Administration (AGD) by the Central Bank (BRH) the preceding Friday (the rate oscillates around 17.00 Haitian Gourdes for US\$1.00).

(c) Custom duties

As of August 1, 1997, the applicable nomenclature and tariff (NCCD) are specified in the decree dated July 13, 1987 modified by the law dated March 9, 1995. Most duties for imported foods are between 5 percent and 15 percent. These tariff rates are outlined in the table in Appendix 2.

(d) Verification Fees

Four percent of C.I.F. value of food imports.

(e) Acompte (*Installment, Payment on Account*)

A deposit of 2 percent on C.I.F. value is required at the port of entry. This deposit will be deducted from the income tax of the importer. For importers who are current tax-payers the deposit is 1 percent of C.I.F. value.

(f) Value-Added Tax (TCA)

Five percent of ex-customs value if the tariff is 0 percent, otherwise 10 percent of ex-customs value [ex-customs value being the sum of (c), (d), and (e)].

(g) Fines

Five percent of C.I.F. value if products are not declared within 21 days of entry.

The total of Customs duties and other taxes is the sum of (c), (d), (e), (f) and (g), payable in Haitian Gourdes.

Contacts for Regulatory Information

Ministry of Finance

Minist?e de l'Economie et des Finances (MEF)

Direction de l'Inspection Fiscale

Palais des Minist?es

rue Monseigneur Guilloux

Port-au-Prince, Haiti

Tel: (509) 22-4154

Fax: (509) 23-1247

Ministry of Trade and Industry: Quality Control and Consumer Protection

Department

Minist?e du Commerce et de l'Industrie (MIC)

Direction de contr?e qualit?et protection du consommateur

Tel: (509) 22-2499

Fax: (509) 22-2499

Ministry of Agriculture, Sanitary Production Department

Minist?e de l'Agriculture des Ressources Naturelles et du D?veloppement

Rural (MARNDR)

Unit?de Production Sanitaire

Damien, Route Nationale No. 1

Port-au-Prince, (Haiti)

Tel: (509) 22-8637

Fax: (509)22-5672

Public Health Department

Minist?e de la Sant?Publique et de la Population (MSPP)

Division d'Hygi?e Publique

Palais des Minist?es

Port-au-Prince (Haiti)

Tel: (509) 22-2728

Fax: (509)22-1535

Customs

Administration Générale des Douanes (AGD)

Route de Delmas

Port-au-Prince (Haiti)

Tel: (509) 46-3150

Fax: (509) 46-3150

Consumer Food Imports

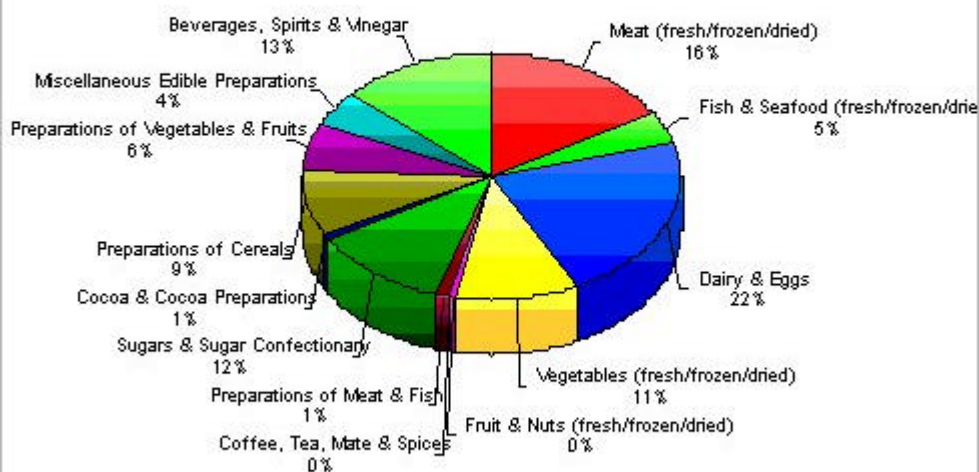
Official Haitian import statistics are not available. Therefore, official export statistics from the US, EU, and Canada are used in this analysis. Haiti imported \$56 million of consumer food and beverage products from the US in 1996, according to official US export statistics. ⁽¹⁾ The EU supplied \$29 million and Canada supplied \$7 million, giving just over \$91 million in total imports from these three suppliers in 1996. Other suppliers (mostly the Dominican Republic and other Caribbean Basin countries) are estimated to supply not more than 20 percent of the total import market estimated at \$110 to \$120 million.

See Table 1 for a breakdown of imports by commodity category and supplying country.

Despite Haiti's relatively large population, the import market is small compared to many other Caribbean countries. Extreme poverty, the small size of the middle class, and an undeveloped tourism industry are expected to remain constraints to expanded market prospects for luxury food and beverage products. An estimated 75 percent of the current import market is comprised of basic food stuffs, such as frozen chicken, powdered and other non-fresh milk, dried peas, sugar, and basic cereal preparations. Sizeable quantities of these items are likely supplied by bilateral and multilateral development agencies (either free or at reduced costs to the poor consumer).

Figure 2: Consumer Food Imports

import share by commodity classification, 1996, based on value



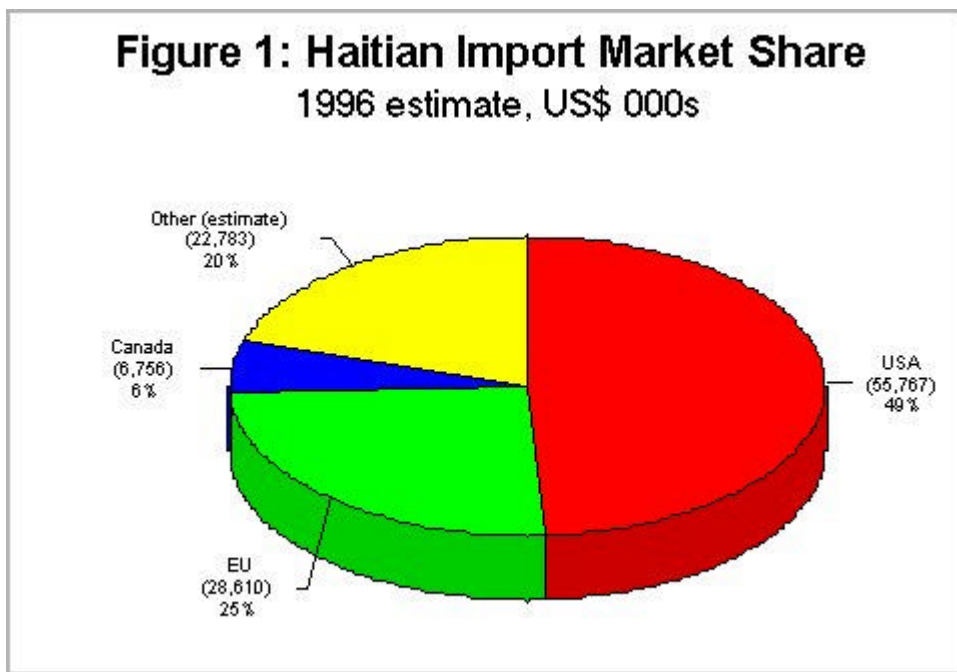
Note: Includes only imports from the US, EU, and Canada

1. Consumer foods are defined for the purposes of this market study as the following two-digit Harmonized System categories: 02 (Meat, Fresh, Frozen and Dried), 03 (Fish And Seafood, Fresh, Frozen and Dried), 04 (Dairy and Eggs), 07 (Vegetables, Fresh, Frozen and Dried), 08 (Fruit And Nuts), 09 (Coffee, Tea, Mate And Spices), 16 (Preparations Of Meat and Fish), 17 (Sugars And Sugar Confectionary), 18 (Cocoa And Cocoa Preparations), 19 (Preparations Of Cereals), 20 (Preparations Of Vegetables and Fruits), 21 (Miscellaneous Edible Preparations), 22 (Beverages, Spirits And Vinegar).

Luxury food and beverage items in Haiti (processed items normally found in US supermarkets) are out of reach of the typical Haitian consumer. However, the higher income groups, while small in number, do demand these items. These groups include foreign aid advisors, who typically shop for most items at the small Haitian supermarkets. US brands are common in these supermarkets (see Appendix 1) and, while the sales volumes may be lower than in most Caribbean countries, opportunities do exist for US suppliers. However, because of the low volumes, US producers are advised to sell through Miami-based wholesalers and consolidators who ship container loads of mixed products to Haitian importers.

Best prospects for US exporters can be divided into two categories: high volume basic food stuffs and low volume, but high value, 'luxury' food items. For the former category,

best prospects for US suppliers will continue to be chicken, meat offal, sugar, dried leguminous vegetables, basic cereal



preparations,

and various dairy products (mostly non-fresh milk). High value supermarket opportunities, albeit at lower volumes, include: higher value meats, cheese, some fresh temperate fruits and vegetables, chocolate and other candies, higher value cereal preparations (cake mixes, breakfast cereals, pasta, biscuits, snack foods), canned fruits and vegetables, condiments, fruit juices, and other non-alcoholic beverage items. The US also has a sizeable market share of the imported beer market and a smaller share of the wine market.

Table 1				
Haitian Import Market in Brief for Selected Suppliers (1996, US\$ 000s)				
	Value US\$ 000s	Import Share (Select Suppliers)		
		US	EU	Canada
Total Consumer Food Imports (US\$ mil)	91,133	61%	31%	7%

02 Meat, Fresh, Frozen and Dried (75% chicken)	15,448	90%	1%	9%
03 Fish And Seafood, Fresh, Frozen and Dried	4,124	0%	23%	76%
0303 Frozen fish (excluding fish fillets)	986	1%	97%	2%
0305 Fish (dried, salted, or in brine)	3,128	0%	0%	100%
04 Dairy and Eggs	20,394	14%	85%	1%
0401 Milk & Cream (not sweetened or condensed)	801	37%	55%	8%
0402 Sweetened and/or Condensed Milk & Cream	16,429	7%	92%	1%
0405 Butter	114	23%	77%	0%
0406 Cheese	2,044	19%	81%	0%
07 Vegetables, Fresh, Frozen and Dried	9,803	84%	0%	16%
0703 Garlic, Onions, Shallots (fresh)	497	100%	0%	0%
0708 Beans, Peas, Leguminous Veg.	145	100%	0%	0%
0713 Dried Beans and Peas	8,978	82%	0%	17%
08 Fruit And Nuts	370	100%	0%	0%
0808 Apples/Pears (fresh)	315	100%	0%	0%
09 Coffee, Tea, Mate And Spices	14	21%	79%	0%
16 Preparations Of Meat and Fish	1,059	15%	75%	10%
1601 Sausages	194	19%	35%	46%
1602 Other Processed Meat Products (not frozen)	769	12%	88%	0%
1604 Processed Fish (not frozen)	86	37%	57%	6%
17 Sugars And Sugar Confectionary	10,472	98%	2%	0%
1701 Cane or Beet Sugar	9,852	98%	2%	0%

1704 Sugar Confectionary (w/o cocoa)	559	96%	3%	1%
18 Cocoa And Cocoa Preparations	717	91%	9%	0%
1806 Chocolate & Other Food Preparations w/ Cocoa	687	91%	9%	0%
19 Preparations Of Cereals	7,974	84%	15%	0%
1901 Baking Mixes/Other Flour Preps/Infant Food	3,568	79%	21%	0%
1902 Pastas	806	85%	14%	1%
1904 Prepared Cereals (e.g. breakfast cereals)	2,737	99%	1%	0%
1905 Biscuits, Wafers, and Similar Baked Products	862	62%	37%	1%
20 Preparations Of Vegetables and Fruits	5,491	98%	2%	0%
2002 Canned Processed Tomatoes	3,705	100%	0%	0%
2004 Frozen potatoes and other vegetables	661	97%	3%	0%
2005 Canned Vegetables & Mixed Vegetables	308	93%	7%	0%
2009 Fruit and Vegetable Juices	531	95%	2%	3%
21 Miscellaneous Edible Preparations	3,657	93%	4%	4%
2103 Condiments (Mustard/Soy/Ketchup/Sauces)	615	97%	3%	0%
2106 Misc Food Preparations (n.e.s.)	2,849	96%	2%	1%
22 Beverages, Spirits And Vinegar	11,610	34%	66%	0%
2201 Bottled Water	164	2%	85%	13%
2202 Soft Drinks & Other Non-Alcoholic Beverages	1,443	75%	23%	2%

2203 Beer	658	54%	46%	0%
2204 Wine	898	11%	89%	0%
2208 Gin, Vodka, Whisky, Rum, Liqueurs	6,248	4%	96%	0%
<i>Source: Official export statistics of US, UK, and Canada. Figures do not include imports from other suppliers.</i>				

Appendix 1

Products in Haitian Supermarkets:

A Representative List

PRODUCT	BRAND	COUNTRY OF ORIGIN
Chicken	Tyson Food Inc.	United States
	Banquet	
Fresh Fish	Tyson Food Inc.	United States
Milk	President	France
	Lactel	France
	Even	France
	Parmalat	United States
Cheese	President	France
	Sun Valley	United States
	Gros Jean	Canada
Butter	Country Rock	United States

	Fleischman's	United States
	Bridel	France
	Royale	Haiti
Margarine	Parkay	United States
Frozen Lima Beans	Nature's Best	United States
Frozen Cauliflower	Nature's Best	United States
Frozen Sliced Strawberries	Nature's Best	United States
Fresh Grapes		United States
		Haiti
Fresh Apples		United States
		Haiti
Coffee	Sanka	United States
	Maxwell House	United States
	Folger's	United States
	Cafe Pilon	United States
	Cafe Rebo	Haiti
Tea	Lipton	United States
	Rainbow	United States
	Tetley	United States
Spices	McCormick	United States
	Goya	United States
Dog Food	Pedigree	United States
	Kal Kan	United States

	Alpo	United States
	Friskies	United States
	Hyde Park	United States
Cat Food	Friskies	United States
Meat	Lo-Mejor	United States
Sugar Substitutes	Sweet & Low	United States
	Equal	United States
Chocolate Bars	Kit Kat	United States
	3 Musketeers	United States
	M&M	United States
	Almond Joy	United States
	Mounds	United States
Chocolate Mixes	Quick Chocolate	United States
	Ovaltine	Switzerland
	Horlicks	United Kingdom
	Chocolate Mix	United States
Breakfast Cereals & Oats	Cheerios	United States
	Lucky Charms	United States
	Multi Grain Cheerios	United States
	Rice Hex	United States
	Honey Comb	United States
	Pop-Tarts	United States
		Dominican Republic

	Frescavena(Quaker)	
Crackers	Krispy	United States
	Premium Crackers	United States
	Dux Saltines	United States
	Bugles	United States
	Sunshine	United States
	Saltines	United States
Pasta	Muellers	United States
	Ronzoni	United States
	Kraft	United States
Sweet Peas (canned)	Del Monte	United States
	Libby's	United States
Green Beans (canned)	Goya	United States
Sliced Carrots (canned)	Green Giant	United States
Black Beans (canned)	Saver's Choice	United States
Red Kidney Beans (canned)	Bohio Foods	United States
Sliced Peaches (canned)	Libby's	United States
Ketchup	Hunt's	United States
	Heinz	United States
	Del Monte	United States
	La Famosa	Haiti
Mustard	French's	United States
	Kraft	United States

	Grey Poupon	United States
	Heinz	United States
Mayonnaise	Kraft	United States
	Shurfine	United States
	Publix	United States
Salad Dressing	Kraft	United States
	Newman's Own	United States
	Seven Seas	United States
Soups (canned)	Campbell's	United States
	Progresso	United States
Drinks (mixes)	Gatorade	United States
	Frica	Venezuela
Drinks (juice)	Ocean Spray	United States
	Snapple	United States
	Welch's	United States
	Frica	Venezuela
Soft Drinks	Coca-Cola	United States
	Sprite	United States
	Pepsi	United States
	Seven Up	United States
	Cott	United States
	Champ's Cola	United States

	Crush	United States
	Ritz	United States
Beer	Tecate	Mexico
	Miller	United States
	LaBatt Blue	Canada
	Grolsch	Germany
	Red Dog	United States
	Corona	Mexico
Wine	Ernest & Julio Gallo	United States
	Blancs des Blancs	France
	Mouton Cadet	France
	Riunite	Italy
	Canei	Italy
	Vento	Italy
	Pepe	Italy
Hard Liquors	J & B Whiskey	Scotland
	Dewar's Whiskey	Scotland
	Beefeater Gin	England

Appendix 2

Tariff Rates for Consumer Food Products in Haiti

<u>PRODUCT</u>	<u>HS CODE</u>	<u>ACTUAL TARIFF</u>
CHAPTER 2		
Fresh meat	02-01-10-00 to 02-05-00-00	5-15%
Poultry	02-07-11-00 to 02-07-36-00	15%
CHAPTER 3		
Live fish	03-01-10-00 to 03-01-99-00	0%
Fresh or refrigerated fish	03-02-11-00 to 03-02-70-00	0%
Frozen fish	03-03-10-00 to 03-03-80-00	0%
Crustaceans	03-06-11-00 to 03-06-29-00	0%
Molluscs	03-07-10-00 and 03-07-99-00	0%
CHAPTER 4		
Fresh milk	04-01-10-00 to 04-01-30-00	0%
Evaporated milk	04-01-91-00 and 04-02-99-00	0%
Powdered milk	04-02-10-00	0%
Yogurt	04-03-10-00	5%
Butter	04-05-10-00	5%
Common cheeses	04-06-10-00 to 04-06-30-00	0.82/kg
Fine cheeses	04-06-40-00	0.54/kg or 5%
CHAPTER 7		
Fresh or refrigerated vegetables	07-01-10-00 to 07-09-90-00	15%
Garlic	07-03-20-00	0.83/kg
Frozen vegetables	07-10-10-00 to 07-10-90-00	15%
Dry vegetables	07-13-10-00 to 07-10-90-00	3%
Roots and tubers	07-14-10-00 to 07-14-90-00	15%
Fresh fruits and nuts	08-01-11-00 to 08-10-90-00	10%
Frozen fruits and nuts	08-11-10-00 to 08-11-90-00	10%
CHAPTER 9		
Non-roasted coffee	09-01-11-00 to 09-01-12-00	5%
Roasted coffee	09-01-21-00 to 09-01-22-00	15%
Other forms of coffee	09-01-90-00	15%

Tea	09-02-10-00 to 09-02-40-00	5%
Spices	09-04-11-00 to 09-10-99-00	0%
CHAPTER 16		
Meat based products	16-02-10-00	15%
Sausages and similar products	16-01-00-00	5%
Canned peas and pork meat	16-02-49-00	5%
Other prepared meats including ham	16-02-20-00 to 16-02-42-00 and 16-02-50-00 to 16-02-90-00	5%
Canned fish	16-04-11-00	5%
	16-04-12-00	10%
	16-04-13-00	5%
	16-04-14-00 to 16-04-20-00	5%
	16-04-16-00	10%
Caviar	16-04-30-00	15%
Crustaceans and molluscs	16-05-10-00 to 16-05-90-00	5%
Cat and dog (or pet) food	23-09-10-00	10%
CHAPTER 17		
Brown sugar	17-01-11-00	3%
Refined sugar	17-01-99-00	3%
Candies (without cocoa)	17-04-10-00 and 17-04-90-00	15%
CHAPTER 18		
Chocolate products		
Processed foods for children	18-06-10 and 18-06-20	10%
Candies	18-06-311-00 and 18-06-	10%

	90-00	
Preparations of flour	19-01-10-00	0%
Malted milk	19-01-90-00	0%
Pastas	19-02-11-00 to 19-02-40-00	10%
Breakfast cereals	19-04-10-00 and 19-04-20-00	10%
Oat preparations	19-04-90-00	0%
Fine bakery products	19-05-10-00 to 19-05-90-19	10%
CHAPTER 20		
Processed vegetables canned with vinegar	20-01-10-00 to 20-01-90-00	5%
Processed mushrooms canned without vinegar	20-03-10-00 20-03-20-00	5%
Other non-frozen vegetables processed or preserved without vinegar	20-05-10-00	5%
Processed vegetables and fruits with sugar, jam, jelly, marmalade	20-06-00-00, 20-07-10-00 to 20-07-99-00	15%
Ketchup	20-02-90-00	15%
Other fruit preparations	20-08-19-00 to 20-08-99-00	10%
Peanut butter	20-08-11-00	10%
Fruit or vegetable juices	20-09-11-00 to 20-09-90-00	5%
Fruit juices for children	-----	0%