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## Final *U.S. Food & Agribusiness Exhibition* Report

The following information was compiled by the U.S.-Cuba Trade and Economic Council only for use by registered exhibitors, and is not to be distributed to or used by consultants, consultants of exhibitors, or any other party.

**SECOND U.S. FOOD & AGRIBUSINESS EXHIBITION PLANNED FOR JANUARY 2004-** On 8 October 2002, Westport, Connecticut-based PWN Exhibicon International LLC applied to the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., for a license to conduct a second *U.S. Food & Agribusiness Exhibition* in Havana, Cuba, in January 2004. The government of the Republic of Cuba has already agreed to host a second *U.S. Food & Agribusiness Exhibition*. PWN Exhibicon International LLC organized the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002.

**For additional information about the *U.S. Food & Agribusiness Exhibition*, please contact:** Mr. Peter W. Nathan, PWN Exhibicon International LLC, 4 Greenbrier Lane, Westport, Connecticut 06880; Telephone: (203) 222-8660; Facsimile: (203) 222-8335; e-mail: [pwnathan@aol.com](mailto:pwnathan@aol.com); Internet: <http://www.cubaexhibitions.com>

**LEGISLATION FOR AGRICULTURAL MACHINERY AND FARM EQUIPMENT EXPECTED IN 2003-** Some Members of the United States Congress are planning to introduce legislation in 2003 that would authorize the cash-only export of agricultural machinery and farm equipment from the United States to the Republic of Cuba.

The Honorable George W. Bush, President of the United States, can issue an executive order to authorize the export of agricultural machinery and farm equipment from the United States to the Republic of Cuba.

The legislation would be similar to the *Trade Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose. The TSRA authorizes foreign subsidiaries (not branches) of United States-based financial institutions to provide financing for exports to the Republic of Cuba and authorizes non-United States-based financial institutions to provide financing for exports to the Republic of Cuba. The legislation would also need to specifically authorize travel to the Republic of Cuba for the purpose of marketing agricultural machinery and farm equipment, as provisions of the TSRA restrict the current categories for travel to the Republic of Cuba.

**LEGISLATION TO REPEAL SECTION 1706(a)(1) OF THE CDA CONSIDERED FOR 2003-** Some Members of the United States Congress are considering introducing legislation in 2003 that would repeal Section 1706(a)(1) of the Cuban Democracy Act (CDA) of 1992, 101 Stat. 2575. This provision “prohibits the issuance of licenses authorizing U.S.-owned or controlled foreign firms to engage in transactions related to the exportation to Cuba of commodities produced outside of the United States.”

According to the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., “In the mid-1970’s, Section 515.559 was added to the Regulations to allow OFAC to license foreign subsidiaries of U.S. firms to conduct trade in commodities with Cuba so long as several specific criteria were met.”

“Section 1706(a) of the CDA, however, prohibits the issuance of a license that would have been issued pursuant to Section 515.559, except where a contract was entered into prior to enactment of the CDA or where the exports at issue are medicines or medical supplies.”

In 2001, pursuant to § 515.533, the OFAC amended the “Note to Section 515.559 to make clear that U.S.-owned or controlled foreign firms may, however, be authorized to engage in the reexport of U.S.-origin items to Cuba.” Otherwise, the provisions of § 515.559 remain unchanged.

Section 1706(a)(1) is relevant to the implementation of the *Trade Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose.

During the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, some Republic of Cuba-based entities requested to purchase branded food products that are manufactured in Mexico, Costa Rica, Brazil, Colombia, Chile, Canada, and Argentina by wholly-owned subsidiaries of United States-based companies. The non-United States-produced products (beverages, baby food, snack foods, condiments, soups, etc.) have 1) United States brand labels in the Spanish language and 2) ingredients, specifically nutritional supplements and flavorings that are not marketed within the United States. Section 1706(a)(1) requires that the Bureau of Industry and Security (BIS) of the United States Department of Commerce in Washington, D.C., and the OFAC deny a license to a United States-based company for the purpose of exporting to the Republic of Cuba a non-United States-produced food product or agricultural product. Since Section 1706(a)(1) references “commodities,” the BIS and the OFAC may be able to supplant Section 1706(a)(1) for the export from third countries of United States-branded food products not defined as “commodities” and not necessarily having United States-origin content.

**LEGISLATION TO REPEAL SECTION 1706(b)(1) OF THE CDA CONSIDERED FOR 2003-** Some Members of the United States Congress are considering introducing legislation in 2003 that would repeal Section 1706(b)(1) of the Cuban Democracy Act (CDA) of 1992, 101 Stat. 2575.

Section 1706(b)(1) includes the following provisions: “(1) Vessels engaging in trade. Beginning on the 61<sup>st</sup> day after the date of the enactment of this Act [enacted Oct. 23, 1992], a vessel which enters a port or place in Cuba to engage in the trade of goods or services may not, within 180 days after departure from such port or place in Cuba, load or unload any freight at any place in the United States, except pursuant to a license issued by the Secretary of the Treasury. (2) Vessels carrying goods or passengers to or from Cuba. Except as specifically authorized by the Secretary of the Treasury, a vessel carrying goods or passengers to or from Cuba or carrying goods in which Cuba or a Cuban national has any interest may not enter a United States port. (3) Inapplicability of ship stores general license. No commodities which may be exports under a general license described in section 771.9 of title 15, Code of Federal Regulations, as in effect on May 1, 1992, may be exported under a general license to any vessel carrying goods or passengers to or from Cuba or carrying goods in which Cuba or a Cuban national has an interest.”

Section 1706(b)(1) is relevant to the implementation of the *Trade Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose. The TSRA did not rescind Section 1706(b)(1), thus United States-based companies and non-United States-based companies must request a license from the Bureau of Industry and Security (BIS) of the United States Department of Commerce in Washington, D.C., for vessel contents (including crew provisions), a process that can be 45 days.

**FOCUS UPON TSRA PAYMENT TERMS AND FINANCING PROVISION BEING REVIEWED-** At the request of some representatives of United States-based companies, some members of the United States Congress have been asked to reconsider, at this time, efforts to alter payment provisions of the *Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose.

Given the chronic difficulties by Republic of Cuba government-operated entities in meeting their commercial debt obligations, some representatives of United States-based companies have expressed increasing concern that any immediate change to provisions of the TSRA to **a)** authorize United States-based companies to provide payment terms- 30 days, 60 days, 90 days; discounts for early payments (2% net 10 days; 2% net 30 days), etc., and **b)** authorize United States-based financial institutions to lend funds to Republic of Cuba government-operated entities, could result in unintended consequences.

Despite the intentions of a Republic of Cuba government-operated entity to comply with payment terms (company) or lending terms (financial institutions), there will likely be a reported default given the government of the Republic of Cuba's chronic shortage of foreign exchange. Such a report in the public domain would most certainly result in efforts by members of the United States Congress to re-legislate the TSRA in a more unattractive manner to United States-based companies and would result in a substantial lessening of commercial interest toward the Republic of Cuba.

Due to provisions of the TSRA, Republic of Cuba government-operated entities have become one of the safest export markets in the world for United States-based companies, as "cash-only" transactions are, by definition, fundamentally without risk.

According to one senior-level executive of a United States-based company which has engaged in TSRA-authorized commercial transactions with Republic of Cuba government-operated entities, "Rather than focus upon increasing risk to U.S. companies, which is what a change in the TSRA would mean, the focus should be on expanding the range of 'cash only' products that can be exported to Cuba. In this way, we can continue with 'baby steps' towards re-developing a normal commercial basis. Only one default will be necessary for members of the U.S. Congress, the Bush Administration, the media, and commentators to say 'told you so.' The result would be an end to any widespread support for changing the commercial landscape between the two countries. Let's not mess with what is working for everyone. Sure, perhaps without payment terms and financing our total exports are 10% to 15% less than with payment terms and financing, but I would rather go to bed knowing that I am going to get paid than go to bed wondering if my competitor in Canada will be paid or will I be paid."

**DRAFT OFAC TRAVEL LETTERS, CONTACT INFORMATION AT WWW.CUBATRADE.ORG-** The U.S.-Cuba Trade and Economic Council has placed on the Internet at <http://www.cubatrade.org> two draft texts for letters to the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., for travel to the Republic of Cuba by representatives of United States-based companies for the purpose of marketing activities relating to **a)** food products and agricultural products and **b)** healthcare products. The U.S.-Cuba Trade and Economic Council has also provided a primary contact list for Republic of Cuba government-operated entities involved with the importation of food products and agricultural products from United States-based companies.

The Internet site, <http://www.cubatrade.org>, also has hundreds of pages of information, all usable at no cost.

**ADVISORY: SOLICITATIONS AND VISITING THE REPUBLIC OF CUBA FOR COMMERCIAL PURPOSES-** Representatives of United States-based of companies have reported receiving an increasing number of solicitations from organizations, companies, consultants, and law firms to participate in conferences and for visits to the Republic of Cuba. The receipt of these solicitations has increased since the conclusion of the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002. The

following is some advice for consideration:

**First.** Representatives of United States-based companies are advised to avoid visiting the Republic of Cuba under the auspice of a license not issued to the United States-based company unless the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., specifically confirms that such travel is authorized. Representatives of United States-based companies are advised not to rely on an opinion from a law firm as to whether a third-party license is valid for travel to the Republic of Cuba; rather, contact the OFAC at telephone (202) 622-2480 or facsimile (202) 622-1657 to request a written opinion. The OFAC does issue non-company specific licenses, such as to PWN Exhibicon International LLC for the *U.S. Food & Agribusiness Exhibition*, but these licenses specifically define a commercial purpose, not an educational or other purpose. The OFAC has issued licenses to United States-based companies valid for multiple visits to the Republic of Cuba during a one-year period. Draft letters to the OFAC are available at no cost on the Internet at <http://www.cubatrade.org>

**Second.** When visiting the Republic of Cuba, representatives of United States-based companies and United States-based commercial organizations are advised to request a briefing (commercial, economic, and political) from representatives of the United States Interests Section in the city of Havana. A briefing may be scheduled by contacting Mr. Kevin Whitaker, Coordinator- Office of Cuban Affairs at the United States Department of State in Washington, D.C., at telephone (202) 746-9273 or facsimile (202) 736-4476.

**Third.** When visiting the Republic of Cuba, representatives of United States-based companies and United States-based commercial organizations are advised to maintain a meeting schedule specifically-related to purpose of the visit as authorized by the OFAC. For example, a visit to a Republic of Cuba government-operated biotechnical facility would not be appropriate for representatives of a United States-based food product company; nor would meetings with officials of the government of the Republic of Cuba that are of a singular political nature. A meeting schedule inconsistent with the provisions of a license from the OFAC may result in the OFAC implementing additional licensing restrictions.

**Fourth.** Given the increasing scrutiny by agencies of the United States government with respect to commercial activities by United States-based companies relating to the Republic of Cuba, representatives of United States-based companies receiving solicitations (consulting, conference, event, travel services, etc.) from a United States-based company, United States-based consultant, or United States-based organization are advised to request a copy of the OFAC license upon which the solicitation is based. There are United States-based consultants that have licenses from the OFAC to provide services to United States-based companies with respect to marketing BIS-authorized products to Republic of Cuba-based entities. If questions remain, contact the OFAC; Bureau of Industry and Security (BIS) of the United States Department of Commerce in Washington, D.C.; and Office of Cuban Affairs at the United States Department of State in Washington, D.C., to determine whether the company, consultant, or organization has been or is the subject of any United States government agency enforcement action or other interest.

**Fifth.** Retaining consultants and attending conferences are not necessary to assist United States-based companies with TSRA-authorized transactions. The government of the Republic of Cuba has a preference to engage directly with representatives of United States-based companies rather than through United States-based consultants, who, in some cases, have reportedly requested fees up to US\$10,000.00 to prepare documents (often one-page in length) for submission to the OFAC or to the BIS and fees to provide introductions. The use of legal counsel may be of value in certain instances with respect to drafting of contracts and compliance with OFAC regulations and BIS regulations. At this time, the most cost-effective means for United States-based companies to obtain ongoing marketing services within the Republic of Cuba is through the use of a Republic of Cuba-based distributor or agent with a specific knowledge base (verifiable performance record), or through the use of a non-Republic of Cuba-based distributor or agent which has a permanent presence within the Republic of Cuba.

**Sixth.** Verify that no director, officer, employee, or advisor of the organization, company, consultancy, or law firm has an affiliation with consultancies or other entities that market Republic of Cuba-related services, resulting in “packaging” or “cross-marketing of services” which may be a conflict of interest and, therefore, result in questionable objectivity, due to cooperative financial incentives amongst the parties. The U.S.-Cuba Trade and Economic Council does not believe appropriate for a director, officer, employee, or advisor of a not-for-profit organization to seek, provide, or direct revenue producing activity to an entity controlled or affiliated with a director, officer, or advisor of the organization. Relevant agencies of the United States government clearly find such activities inconsistent with not-for-profit purposes.

**DATA ABOUT U.S. FOOD & AGRIBUSINESS EXHIBITION-** These are the final statistics for the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002:

Westport, Connecticut-based PWN Exhibicon International LLC applies to Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury for a license to conduct a U.S. Food & Agribusiness Exhibition in Cuba	<b>November 1999</b>
PWN Exhibicon International LLC conducts U.S. Healthcare Exhibition in Havana with 305 representatives from 97 United States-based companies	<b>January 2000</b>
OFAC issues license to PWN Exhibicon International LLC to “explore and make arrangements for” a U.S. Food & Agribusiness Exhibition	<b>May 2000</b>
Trade Sanctions Reform and Export Enhancement Act (TSRA) signed into law	<b>October 2000</b>
OFAC and Bureau of Industry and Security (BIS) of the United States Department of Commerce issue regulations for TSRA	<b>July 2001</b>
OFAC issues license to PWN Exhibicon International LLC to “organize and hold” a U.S. Food & Agribusiness Exhibition	<b>12 September 2001</b>
OFAC license expiration date for U.S. Food & Agribusiness Exhibition	<b>30 September 2002</b>
Government of Cuba approves U.S. Food & Agribusiness Exhibition	<b>June 2002</b>
Media release date announcing U.S. Food & Agribusiness Exhibition	<b>July 2002</b>
Number of product export licenses processed by United States Department of Commerce Bureau of Industry and Security (BIS)	<b>225</b>
Amount of cargo transported to Cuba (dry, chilled, frozen)	<b>154,000 pounds</b>
Cargo aircraft	<b>4</b>
Exhibitors: States, District of Columbia, Commonwealth of Puerto Rico	<b>35</b>
Exhibitors receiving contracts/agreements: States and Commonwealth of Puerto Rico	<b>21</b>
Exhibition booths	<b>218</b>
Exhibitors	<b>291</b>
Individual representatives of exhibitors	<b>923</b>
Visitors	<b>16,000</b>
Non-Republic of Cuba-based media representatives with accreditation	<b>92</b>
Governor (Minnesota)	<b>1</b>
Lieutenant Governor (North Dakota)	<b>1</b>
Secretary/Commissioners of Agriculture (Georgia, Kentucky, Iowa, Maryland, Minnesota, North Dakota, Virginia). The Departments of Agriculture of Illinois, Missouri, North Carolina, and Texas were also represented.	<b>7</b>

**MORE THAN 100 PRODUCT CATEGORIES PURCHASED AT U.S. FOOD & AGRIBUSINESS EXHIBITION-** The following are some of the food products and agricultural products were sold by approximately seventy of the 291 exhibitors participating in the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002:

Apples, Pears, Onions, Baby Food (cereal, juices), Barrels, Beans, Bulk and Branded Raisins, Wine, Bourbon, Candy, Carbonated Beverages, Cattle (beef, dairy, three bulls for breeding), Chicken Leg Quarters, Chicken Backs, Chicken Necks, Chicken Drumsticks, Condiments, Assorted Dry Grocery Products, Eggs, Flour, Fresh Ham, Liver, Frozen Bovine Semen, Gum, Hamburger Patties, Processed Potato Products, Chickpeas, High Protein Food Grade Soybeans, Lumber, Pasta, Newsprint, Bond Paper, Non-Alcoholic Drink Mix Concentrates, Tofu, Yogurt, Non-Dairy Creamer, Peas, Pet and Livestock Feeds, Pork Lard, Assorted Private Label Branded Products, Powdered Whey, Lactose, Dehydrated Coconut, Corn, Sauces, Beef Products, Seasonings and Ingredients, Wheat Flour, Wheat, Soups, Instant Cappuccino, Soybean Meal, Soybean Oil, Corn, Turkey, Feed Phosphate, Soybeans, Shortening, Soybeans, Stardri 100 Maltodextrin D.E. 10, Whole Peeled Tomatoes, Chunk Light Tuna, Soy Sauce, Refined Soy Oil, Crude Soy Oil, Citric Acid, Milled Rice, Paddy Rice, Edible Beans, and Margarine.
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**291 EXHIBITORS PARTICIPATED IN THE U.S. FOOD & AGRIBUSINESS EXHIBITION-** 291 companies, organizations, and state offices from thirty-three states, and

District of Columbia, and the Commonwealth of Puerto Rico, participated in the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002. Non-United States-based financial institutions also participated in the *U.S. Food & Agribusiness Exhibition*. The companies participating in the *U.S. Food & Agribusiness Exhibition* manufacture and/or distribute more than 3,000 product brands.

<b>Companies, Organizations, And State Offices Participating In The <i>U.S. Food &amp; Agribusiness Exhibition</i></b>		
	<i>Exhibitor</i>	<i>State Headquarters</i>
1.	Archer Daniels Midland Company (Primary Sponsor)	Illinois
2.	Acosta Sales & Marketing	Florida
3.	Advance Food Company	Oklahoma
4.	AgriLink Foods Inc.	New York
5.	AJC International Inc.	Georgia
6.	AIPC	Missouri
7.	Allen Canning Company	Arkansas
8.	AM-CAN, Inc.	Illinois
9.	American Brahman Breeders	Texas
10.	American Egg Board	Illinois
11.	American Foods Group	Wisconsin
12.	The American Italian Pasta Company	Missouri
13.	American Poultry International	Mississippi
14.	American Rice Inc.	Texas
15.	Amports	New Jersey
16.	Apollo USA Inc.	Louisiana
17.	ATL Industries	Georgia
18.	Atlantic Wood Corporation	Virginia
19.	Bahama Organics	North Carolina
20.	Barwil/Fillette Green	Mississippi
21.	Beach Trading Company	Florida
22.	Beaver Street Fisheries	Florida
23.	Biehl & Co. LP	Texas
24.	Blair/Squire Management Inc.	North Carolina
25.	Bluegrass Cooperage	Kentucky
26.	Blue Ridge Lumber	Virginia
27.	Boston Agrex	Massachusetts
28.	Bowman Apple Products	Virginia
29.	Murphy Brown LLC	North Carolina
30.	Bryan Foods	Mississippi
31.	Buffalo Trace Distillery	Kentucky
32.	Bunge	New York
33.	Burry Tobacco Growers	Kentucky
34.	Burkman Feeds	Kentucky
35.	California Raisin Marketing Board	California
36.	Caravelle Wine Selections	Connecticut
37.	California Table Grape Commission	California
38.	Cargill	Minnesota
39.	Caribbean Shipping Services	Florida
40.	Carmi Flavor & Fragrance Co. Inc.	California
41.	Carolina Turkeys	North Carolina
42.	Cattleman's Meat Company	Michigan
43.	Cedar Spring Cattle Company	Maine
44.	Cellmark Pulp & Paper Company Inc.	Florida
45.	Central Produce	Puerto Rico
46.	Central Soya Company	Indiana
47.	Chatam Imports, Inc.	New York
48.	Cherokee Trading Co.	Georgia
49.	Chiquita Processed Foods	Wisconsin
50.	City Sea Foods	California
51.	C.L. Henderson Produce Co.	North Carolina
52.	Clifty Farms	Kentucky
53.	Coastal Rice	Texas
54.	Cocodrilo Dormido Food Broker LLC	Maine
55.	Colorado Boxed Beef Company	Florida
56.	Columbus Foods Co.	Illinois
57.	Comidas y Bebidas International	New Jersey
58.	Commodity Traders, Inc.	Missouri
59.	ConAgra, Inc.	Nebraska

60.	Control Union USA Inc.	Louisiana
61.	Copenhagen Tankers, Inc.	Connecticut
62.	Costar Bean Marketing Inc.	Michigan
63.	Cotton Council International	Washington, D.C.
64.	Crowley Liner Services	California
65.	Crown Orchard Company	Virginia
66.	C.M. Holtzinger Fruit Company	Washington
67.	CYMC International	Florida
68.	D. & N. Commodities, Inc.	New York
69.	Dakota Growers Pasta Co., Inc.	North Dakota
70.	Dairy Farmers Of America, Inc.	Missouri
71.	Jim David Meats	Kentucky
72.	Deans Specialty Foods Group	Illinois
73.	Del Monte	California
74.	DENAF Corporation	Puerto Rico
75.	Distribuidora Vazquez	Puerto Rico
76.	Dolphin Shipping and Trading	Georgia
77.	Doumak Inc.	Illinois
78.	Dovex Export Co.	Washington
79.	W.C. Dunn Import/Export	Maryland
80.	Dutch Farms	Illinois
81.	Earthwise Processors	Minnesota
82.	E. & J. Gallo Winery	California
83.	Excel Foods	Florida
84.	Export Mid-Atlantic Inc.	Maryland
85.	Falcon Rice Mill	Louisiana
86.	Farmers Feed Mill	Kentucky
87.	Farmland Foods	Missouri
88.	FC Stone	Iowa
89.	Fieldale Farms Corporation	Georgia
90.	FGDI LLC	Ohio
91.	Florida Grains	Louisiana
92.	Florida Produce of Hillsborough County, Inc.	Florida
93.	Food Concept Developers, Inc.	New Jersey
94.	Fresh Frozen Foods Inc.	Georgia
95.	GA Expertise Inc.	Florida
96.	Gaskill International	Florida
97.	Genescan USA	Louisiana
98.	Georgia Department of Agriculture	Georgia
99.	Georgia Ports Authority	Georgia
100.	Gerber Products Company (Novartis)	Michigan
101.	Giorgio Foods	Pennsylvania
102.	Global Genetics & Biologicals	Texas
103.	Glasgow Spray Dry	Kentucky
104.	Gnekow Family Winery	California
105.	Gold Kist Inc.	Georgia
106.	Great Western Steamship Company	Florida
107.	Greater Des Moines Partnership	Iowa
108.	Gulfport-Biloxi International Airport	Mississippi
109.	H & B Specialties, Inc.	Illinois
110.	Happy Knapp Farms	Illinois
111.	Highland Beef Farms	Virginia
112.	H.H. Dobbs Inc	New York
113.	Hormel Foods Corporation	Minnesota
114.	Humidipak	Minnesota
115.	IBP (part of the Tyson Foods family)	South Dakota
116.	ICS Logistics	Florida
117.	Illinois Department of Agriculture	Illinois
118.	International Multifoods Corporation	Minnesota
119.	International Trading Group, Inc.	Pennsylvania
120.	Interra International	Georgia
121.	Iowa Corn Promotion Board	Iowa
122.	Iowa Department of Economic Development	Iowa
123.	Internek Testing Services (Caleb Brett)	Texas
124.	Houston Export International	Texas
125.	Jacksonville Chamber of Commerce	Florida
126.	Jacksonville, City of	Florida
127.	Jacksonville Port Authority	Florida
128.	J&J Log and Lumber	New York
129.	Kaehler's Homedale Farms	Minnesota

130.	Kellogg Company	Michigan
131.	Kentucky Bison	Kentucky
132.	Kentucky Burley Tobacco Cooperative	Kentucky
133.	Kentucky Department of Agriculture	Kentucky
134.	Kentucky Economic Trade Council	Kentucky
135.	Kirkeide's Northland Bean Company	Minnesota
136.	Kitchens Brothers Manufacturing	Mississippi
137.	KETC Kentucky Economic Trade Council	Kentucky
138.	Lagoa Shipping Corporation	Georgia
139.	Lake Charles Harbor and Terminal District	Louisiana
140.	Lanahan Lumber Co., Inc.	Florida
141.	Land O'Lakes	Minnesota
142.	Langdale Forest Products	Georgia
143.	Liberty Growers	New York
144.	Louis Dreyfus Corporation	Connecticut
145.	Lund's Fisheries	New Jersey
146.	LSC International	Illinois
147.	Magna Trading Corporation	Puerto Rico
148.	Maritime Endeavors Shipping Co. Ltd.	Louisiana
149.	Maryland Department of Agriculture	Maryland
150.	Marbo, Inc.	Illinois
151.	Marsh International	Indiana
152.	Master Foods Interamericana (Mars Inc.)	Puerto Rico
153.	Mayflower International	Massachusetts
154.	Mayor	Louisiana
155.	MBG	Iowa
156.	McCain Foods	Illinois
157.	McIlhenny Company	Louisiana
158.	Melissa's World Variety Produce	California
159.	Merisant de Puerto Rico	Puerto Rico
160.	Mueller's Pasta (Provisions International)	Florida
161.	Michigan Agriculture Business Association	Michigan
162.	Michigan Agriculture Industry (Michigan Bean Council)	Michigan
163.	Michigan Apple Association	Michigan
164.	Michigan Bean Commission	Michigan
165.	Michigan Beanshippers Association	Michigan
166.	Michigan Farm Bureau	Michigan
167.	Michigan Turkey Producers	Michigan
168.	Mid Atlantic Exports Inc.	Maryland
169.	The Mill of Bel Air	Maryland
170.	Missouri Department of Agriculture	Missouri
171.	Ed Miniati, Inc.	Illinois
172.	Minnesota Department of Agriculture	Minnesota
173.	Mirasco International	Georgia
174.	Mississippi Coast Foreign Trade Zone, Inc.	Mississippi
175.	Mississippi Development Authority	Mississippi
176.	P.W. Montgomery Inc.	Minnesota
177.	National Fruit	Virginia
178.	Natural Products Inc.	Iowa
179.	New York Apple Association	New York
180.	New World Pasta	Pennsylvania
181.	NOCS/Port of New Orleans	Louisiana
182.	North Carolina Cotton Producers Association	North Carolina
183.	North Carolina Department of Agriculture	North Carolina
184.	North Central Commodities	North Dakota
185.	North Central Bean Dealers Association	Minnesota
186.	North Dakota Department of Agriculture	North Dakota
187.	North Dakota Farm Bureau	North Dakota
188.	North Dakota Mill	North Dakota
189.	Northharvest Bean Growers Association	Minnesota
190.	Northern Plains Potato Growers	North Dakota
191.	Northland Corporation	Kentucky
192.	Oaks Unlimited	North Carolina
193.	Old Dobbins	New York
194.	Oneonta Trading Corporation	Washington
195.	Owensboro Grain	Kentucky
196.	Pan American Grain	Puerto Rico
197.	Panola Pepper Corporation	Louisiana
198.	Paraiso International Inc.	Jamaica
199.	Parks Family Meats LLC	North Carolina



200.	Pata Stevedore Company	Florida
201.	Paulson Premium Seed	North Dakota
202.	PCS Sales (USA), Inc.	Illinois
203.	Pear Bureau Northwest	Oregon
204.	Peco Foods	Alabama
205.	Pensacola Shipyard Marine Complex	Florida
206.	Perdue Farms	Maryland
207.	Peterson Farms Seed	North Dakota
208.	Pitman & Sons Produce	Florida
209.	Port Authority of Corpus Christi	Texas
210.	Port of Freeport	Texas
211.	Port of Lake Charles	Louisiana
212.	Port of New Orleans	Louisiana
213.	Port of Pascagoula	Mississippi
214.	Port of Pensacola	Florida
215.	Praire Foods, Inc.	Illinois
216.	Premier Pulses International	North Dakota
217.	Primm Ans Assoc	Kentucky
218.	Producers Peanut Co., Inc.	Virginia
219.	Provisions International	Florida
220.	PS International	North Carolina
221.	Puerto Rico Supplies	Puerto Rico
222.	Purity Products	Florida
223.	Purity Products of Maryland	Maryland
224.	Radlo Foods	Massachusetts
225.	Julito Ramirez Corporation	Puerto Rico
226.	Raque Distributing	Kentucky
227.	Red River Farm	North Dakota
228.	Reilly Dairy & Food Company	Florida
229.	RMD Potato Sales, Inc.	North Dakota
230.	RDO Foods	North Dakota
231.	Rice Belt Warehouse	Texas
232.	Riceland Foods	Arkansas
233.	Rich Products Corporation	New York
234.	Rose Packing Co., Inc.	Illinois
235.	San Juan Navigation	Washington
236.	Sara Lee Corporation	Illinois
237.	Sargento Foods Inc.	Wisconsin
238.	Schreiber International	Wisconsin
239.	Select Sires Inc.	Ohio
240.	Seneca Foods Corporation	New York
241.	Cooper T Smith	Louisiana
242.	Smithfield Packing Company	Virginia
243.	Southcorp Wines	Florida
244.	Southern Fields Aloe	Texas
245.	Southern Pride Catfish	Alabama
246.	Southport-RMG-Genescan (U.S. Gulf)	Louisiana
247.	Splash Tropical Drinks	Florida
248.	State of Iowa	Iowa
249.	Stinson Seafood 2001, Inc.	Maine
250.	Storm King	New York
251.	Sun International Produce Company	Florida
252.	Sunlight Foods, Inc.	Florida
253.	Sunset Farms	Georgia
254.	Sun-Maid Growers Of California	California
255.	Superior Grains Inc.	North Dakota
256.	Switch Beverage Company	Virginia
257.	Tate & Lyle North America	Illinois
258.	Tech Mercantile Limited	Barbados
259.	Texas Department of Agriculture	Texas
260.	Texas Grain Sorghum Board	Texas
261.	The Rice Company	California
262.	T.K. Exports Inc.	Virginia
263.	TLC Molding	Georgia
264.	Trailer Bridge	Florida
265.	The Carriage House of Companies	New York
266.	The Tupman Thurlow Co., Inc.	Connecticut
267.	Tyson Foods	Arkansas
268.	Unity Seed Company	North Dakota
269.	U.S. Foodservice	Maryland

270.	U.S. Grains Council	Washington, D.C.
271.	U.S. Meat Export Federation	Colorado
272.	U.S.A Rice Federation	Virginia
273.	U.S.A. Poultry & Egg Export Council (USAPEEC)	Georgia
274.	Virginia Department of Agriculture	Virginia
275.	Walt Koch Inc.	Georgia
276.	Ward Bro. Tractor and Equipment	North Carolina
277.	Wauregan Farms	Maine
278.	Washington Apple Commission	Washington
279.	Washington State Potato Commission	Washington
280.	Weisenberger Mills	Kentucky
281.	Wells' Dairy, Inc.	Iowa
282.	J.P. Wright & Company	Florida
283.	Wm. Wrigley Jr. Company	Illinois
284.	Harold White Lumber	Kentucky
285.	White Rose Food	New Jersey
286.	Worldwide Marketing	Georgia
287.	Worldwide Wine Services	Connecticut
288.	XDX Innovative Refrigeration	Illinois
289.	Xport Masters, Inc.	Minnesota
290.	Y&Y Agriculture	Georgia
291.	Yanez International Commodities	Washington

**COMPANIES AT U.S. FOOD & AGRIBUSINESS EXHIBITION DISTRIBUTE THOUSANDS OF SAMPLES-** Many companies participating in the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, distributed a variety of product samples, including: California-based **Sun-Maid Growers** distributed 30,000 cartons of raisins; Illinois-based **Wm. Wrigley Jr. Company** (2001 revenues approximately US\$2 billion) distributed 1.1 million sticks of gum; New Jersey-based **Mars, Inc.** (2001 revenues approximately US\$14 billion) distributed 25,000 candy bars; Oregon-based **Pear Bureau Northwest** distributed 10,000 pears; Louisiana-based **McIlhenny Company** distributed 25,000 bottles of Tabasco sauce; and Atlanta, Georgia-based **Gold Kist Inc.** (2001 revenues approximately US\$1 billion) distributed 600 five-pound bags of chicken... in fifteen minutes.

**ADM RECEIVES LARGEST CONTRACTS AT U.S. FOOD & AGRIBUSINESS EXHIBITION-** Decatur, Illinois-based **Archer Daniels Midland Company** (2001 revenues approximately US\$23 billion), the primary sponsor of the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, signed contracts for the delivery of 98,681.64 metric tons of agricultural products and food products, valued at approximately US\$19.05 million, at the *U.S. Food & Agribusiness Exhibition*. The contracts signed by Mr. G. Allen Andreas, Chairman and Chief Executive Officer of Archer Daniels Midland Company (ADM), were the largest in terms of U.S. Dollar value and in terms of metric tons signed during the *U.S. Food & Agribusiness Exhibition*.

Product
Soybean Oil
Soy Proteins
Citric Acid
Refined Soybean Oil
Corn
Margarine
Milled Rice
Paddy Rice
Soybeans
Soybean Meal
Edible Beans

The second-largest contract was signed by Wayzata, Minnesota-based **Cargill Incorporated** (2001 revenues approximately US\$47 billion). The company signed contracts for approximately 70,000 metric tons of agricultural products and food products, valued at US\$17.1 million, for delivery in 2003.

**US\$91.9 MILLION IN PURCHASES DURING U.S. FOOD & AGRIBUSINESS EXHIBITION-** Approximately seventy companies located in twenty-one states and the Commonwealth of Puerto Rico signed contracts and agreements valued at approximately US\$91.9 million (not including transportation costs) during and immediately following the *U.S. Food & Agribusiness Exhibition* at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, held 26 September 2002 through 30 September 2002. Approximately 44% (US\$40.4 million) of the products are scheduled for delivery in 2002 and approximately 56% (US\$51.4 million) of the products are scheduled for delivery from January 2003 through April 2003. Approximately US\$13 million, including a memorandum of understanding with the Kentucky Department of Agriculture for US\$7 million (of which US\$3 million has already been contracted), in additional contracts and agreements are expected to be completed by 1 November 2002; and the majority of the products will be for delivery from January 2003 through March 2003, but some of the products will have delivery throughout 2003.

<b>Value Of Contracts/Agreements Signed At U.S. Food &amp; Agribusiness Exhibition</b>	
<i>Total (2002)</i>	<i>US\$40,463,999.00</i>
<i>Total (2003)</i>	<i>US\$51,466,991.00</i>
<i>Total</i>	<i>US\$91,970,990.00</i>

<b>Companies Signing Contracts/Agreements At The U.S. Food &amp; Agribusiness Exhibition</b>	
<b>Company</b>	<b>Headquarters</b>
<b>AJC International</b>	Georgia
<b>American Foods Group</b>	Wisconsin
<b>The American Italian Pasta Company</b>	Missouri
<b>Archer Daniels Midland Company</b>	Illinois
<b>Atlantic Wood Corporation</b>	Virginia
<b>Blue Grass Cooperage (Brown-Forman)</b>	Kentucky
<b>Blue Ridge Lumber</b>	Virginia
<b>Boston Agrex</b>	Massachusetts
<b>Bowman Apple Products</b>	Virginia
<b>Bryan Foods (Sara Lee)</b>	Missouri
<b>Bunge Global Markets</b>	Florida
<b>Cargill</b>	Minnesota
<b>Cellmark Paper</b>	Florida
<b>Cherokee Trading</b>	Georgia
<b>C.L. Henderson Produce</b>	North Carolina
<b>Colorado Boxed Bean Company</b>	Florida
<b>ConAgra</b>	Nebraska
<b>CoStar Bean Marketing</b>	Michigan
<b>Crown Orchards</b>	Virginia
<b>Dakota Growers Pasta</b>	North Dakota
<b>Dean Specialty Foods</b>	Illinois
<b>Dolphin Shipping and Trading</b>	Georgia
<b>Colorado Boxed Beef Company</b>	Florida
<b>Dolphin Shipping &amp; Trading</b>	Georgia
<b>Earthwise Processors</b>	North Dakota
<b>Export Mid Atlantic</b>	Maryland
<b>F.C. Stone (FGDI)</b>	Iowa
<b>Florida Produce of Hillsborough County</b>	Florida
<b>Food Concept Developers</b>	Illinois
<b>E.J. Gallo</b>	California

<b>Gerber</b>	Michigan
<b>Glasgow Spray Dry</b>	Kentucky
<b>Gold Kist</b>	Georgia
<b>C.L. Henderson Produce</b>	North Carolina
<b>Kaehler's Homedale Farms</b>	Minnesota
<b>Kentucky</b>	Kentucky
<b>Liberty Growers</b>	New York
<b>Louis Dreyfus</b>	Georgia
<b>Marsh International</b>	Indiana
<b>Masterfoods</b>	New Jersey
<b>McIlhenny</b>	Louisiana
<b>North Dakota State Mill &amp; Elevator</b>	North Dakota
<b>Northarvest Bean Growers</b>	North Dakota
<b>Pan American Grain</b>	Puerto Rico
<b>Paraiso International</b>	Jamaica
<b>Peterson Farms Seed</b>	North Dakota
<b>Paulson Premium Seed</b>	North Dakota
<b>Provisions International</b>	Florida
<b>PS International</b>	North Carolina
<b>Purity Products</b>	Florida
<b>Radlo Foods</b>	Massachusetts
<b>Raque Group</b>	Kentucky
<b>RDO Foods</b>	North Dakota
<b>Riceland Foods</b>	Arkansas
<b>Select Sires</b>	Ohio
<b>Seneca Foods Corporation</b>	New York
<b>Splash Tropical Drinks</b>	Florida
<b>State Mill and Elevator</b>	North Dakota
<b>Sun International Produce</b>	Florida
<b>Sunlight Foods</b>	Florida
<b>Sun-Maid Growers</b>	California
<b>Tate &amp; Lyle</b>	Illinois
<b>The Rice Company</b>	California
<b>Tyson Foods</b>	Arkansas
<b>Unity Seed Co</b>	North Dakota
<b>US Food</b>	Florida
<b>W.C. Dunn Import/Export</b>	Maryland
<b>Worldwide Marketing Corporation</b>	Georgia
<b>J.P. Wright &amp; Company</b>	Florida
<b>Wm. Wrigley Jr. Company</b>	Illinois
<b>Yanez International Commodities</b>	Washington

**U.S. FOOD, AGRICULTURAL PRODUCT EXPORTS TO TOTAL 22% OF 2002 CUBA IMPORTS-** Under provisions of the *Trade Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose, Republic of Cuba-government-operated entities have, since December 2001, purchased the following U.S. Dollar values of food products and agricultural products, on a cash basis not including transportation costs: Approximately US\$4.5 million (December 2001); Approximately US\$125 million (January 2002 through September 2002) and approximately US\$40 million (October 2002 through December 2002); and contracted for approximately US\$50 million (January 2003 through March 2003). Republic of Cuba government-operated Empresa Cubana Importadora de Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba, has, for the period December 2002 through 25 September 2002, purchased approximately 712,000 metric tons of agricultural products and food products from United States-based companies, valued at approximately \$130 million (not including transportation costs). There have been more than fifty cargo vessel deliveries during the period December 2001 through September 2002.

For 2002, the United States is expected to be the largest country source (U.S. Dollar value) of food products and agricultural products for the Republic of Cuba.

For the calendar year 2002, the Republic of Cuba is expected to have purchased approximately US\$165 million in food products and agricultural products. Thus, based upon statistics compiled by the Foreign Agricultural Service (FAS) of the United States Department of Agriculture (USDA), the Republic of Cuba will rank 46th of 228 countries in terms of agricultural product purchases from United States companies in 2002, compared to 144th in 2001, and 228th in 2000.

In 2001, the Republic of Cuba purchased approximately US\$750 million in agricultural products from sources worldwide (Canada, Brazil, Chile, Mexico, Argentina, Vietnam, People's Republic of China, France, Spain, Italy, New Zealand, etc.); for the calendar year 2002, the Republic of Cuba will source approximately 22% (based upon 2001 import levels) of agricultural products from United States-based companies. According to the government of the Republic of Cuba (verification has not been provided), Republic of Cuba government-operated companies are expected to purchase approximately US\$200 million in food products (branded and food service) in 2002. The import levels (agricultural product, retail food product, and food service product) are comparable to 2001, 2000, and 1999.

<b>Product Contracts/Agreements At U.S. Food &amp; Agribusiness Exhibition</b>			
<b>Product</b>	<b>Quantity</b>	<b>Delivery</b>	<b>U.S. Dollar Value</b>
Carbonated Beverage		2002 2003	US\$1 million (2002-US\$100,000.00)
Processed Potato Products		2002	US\$16,000.00
Rice	25,000 metric tons	2003	US\$3.5 million
Frozen Bovine Semen	discussing	2003	US\$50,000.00
Canned Fruit, Vegetables; Ketchup	2 containers	2002	US\$30,000.00
Non-Alcoholic Drink Mix Concentrates	½ container	2002	US\$27,000.00
Apples, Pears, Onions	14 containers apples (7 containers), pears (4 containers), onion (3 containers)	2002	US\$100,000.00
Soybean Oil, Shortening	3,600 units (soybean oil); 22,800 units (shortening)	2002 2003	US\$274,980.00 (2002-US\$149,880.00)
Bulk and Branded Raisins	52 metric tons	2002	US\$100,000.00
Stardri 100, Maltodextrin D.E. 10	64,000 pounds	2002 2003	US\$12,864.00 (2002-US\$6,432.00)
Rough Rice, Corn	Rough Rice (55,000 metric tons), Corn (10,000 metric tons)	2002 2003	US\$6,297,500.00 (2002-US\$3,933,980.00)
Chicken Leg Quarters		2002	US\$2,767,972.00
Soy products	10 metric tons	2002	US\$3,500.00
Whole Peeled Tomatoes, Chunk Light Tuna, Soy Sauce	Whole Peeled Tomatoes (2 containers), Chunk Light Tuna (1 container), Soy Sauce (1 t/l)	2002	US\$54,660.00
Seasonings & Ingredients		2002 2003	US\$1,891,366.31 (2002-US\$691,366.31)
California Wine, Kentucky Bourbon	1 container wine, 1 container bourbon	2002	US\$110,000.00 (US\$50,000.00 bourbon); (US\$60,000.00 wine)
Cattle	53 head	2002	US\$85,000.00
Candy		2002	US\$30,000.00
Peas, Beans	181 metric tons	2003	US\$100,000.00
Chicken Leg Quarters, Chicken Backs, Chicken Necks, Chicken Drumsticks	Chicken Leg Quarters (2000 metric tons), Chicken Backs (250 metric tons), Chicken Necks (250 metric tons), Chicken Drumsticks (300 metric tons)	2002	US\$1,174,124.00
Beef Products	500,000 metric tons	2002 2003	US\$500,000.00 (2002-US\$350,000.00)

Yellow Soybeans, Crude Soy Oil, Refined Soy Oil, Soybean Meal, Soybean Oil, Citric Acid, Yellow Corn, Milled Rice, Paddy Rice, Edible Beans, Margarine	98,000 metric tons	2002 2003	US\$19.05 million (2002-US\$6,250,000.00)
Lumber	2 containers (hardwood and softwood)	2003	US\$50,000.00
Barrels		2002 2003	US\$1 million (2002- US\$333,000.00)
Lumber	2 containers (hardwood and softwood)	2003	US\$50,000.00
Chicken Leg Quarters	1,000 metric tons	2002	US\$500,000.00
Apples	6 containers	2002 2003	US\$270,000.00 (2002-US\$135,000.00)
Fresh Ham, Liver	2 million pounds (ham); 200,000 pounds (liver)	2002 2003	US\$1.1 million (2002-US\$800,000.00)
Soybean meal, Soybeans, Corn	51,000 metric tons	2002 2003	US\$9.7 million (2002-US\$7.7 million)
Soybean Meal, Soybean Oil, Corn, Turkey, Feed Phosphate	70,000 metric tons	2003	US\$17 million (US\$400,000.00 feed phosphates)
Newsprint, Bond Paper	Newsprint (6,000 metric tons), bond paper (200 metric tons)	2002 2003	(2002-US\$554,220.00) (2003- US\$2,306,180.00)
Turkey, Poultry	150,000 pounds	2002	US\$36,000.00 (turkey); US\$1.5 million (chicken-2002)
Apples (Rome)	189 metric tons (378,000 pounds or 9,000 bushels)	2002	US\$87,000.00
Hamburger Patties	1 container	2002	US\$35,000.00
Dry Grocery Products (Hunt's), Margarine, Poultry	3 containers; 2,500 metric tons (poultry); margarine (1,100 cases)	2002 2003	US\$50,000.00 (US\$33,000.00); US\$1 million (poultry); (2002-US\$880,000.00, US\$16,650.00 margarine-2002)
Beans	606 metric tons	2002 2003	US\$315,873.00 (2002-US\$239,915.00)
Apples	4 containers	2003	US\$180,000.00
Pasta	45,000 pounds	2002	US\$15,000.00
Non-Dairy Creamer	2 Containers	2002	US\$52,000.00
Eggs	25 million eggs	2002 2003	US\$1 million (2002- US\$400,000.00)
Hamburger Patties	50,000 pounds (1 container)	2002 2003	(2002-US\$35,000.00) (2003-US\$409,500.00)
Eggs	25 million	2002 2003	US\$625,000.00 (2003-US\$400,000.00)
Tofu Snack Foods	21 metric tons	2002	US\$5,200.00
Pet & Livestock Feeds		2002 2003	US\$48,000 (2002-US\$16,000.00)
Soybeans, Corn	30,000 metric tons	2002 2003	US\$5 million (2002-US\$2.5 million)
Raisins, Dehydrated Coconut,	4 container	2002	US\$100,000.00
Soups, Instant Cappuccino	4 containers	2002 2003	US\$100,000.00 per month
Wine	1 container (960 cases)	2002	US\$26,000.00
Baby Food (cereal, juices)	10 containers	2002 2003	US\$250,000.00 (2002-US\$150,000.00)
Whey Powder, Lactose	160 metric tons	2002	US\$69,000.00
Chicken Leg Quarters, Chicken Drumsticks	1,259 metric tons	2002	US\$819,000.00
Apples	9 loads (9,000 bushels; 378,000 pounds)	2002 2003	US\$106,650.00 (2002-US\$11,850.00)
Cattle: beef, dairy, three	53 head	2002	US\$85,000.00

bulls for breeding			
Lumber		2002 2003	US\$1 million (2002-US\$333,000.00)
McIntosh Apples	90,000 pounds (275,000 apples)	2002	US\$35,000.00
Chicken Leg Quarters; Grains	7,500 metric tons	2002 2003	US\$3,080,000.00 (2002-US\$2.730 million)
Pork Lard; Assorted Marsh Branded Products	200 metric tons (pork lard); 10 containers (products)	2002	US\$100,000.00 (lard), US\$500,000.00 (products)
Candy	2 containers	2002	US\$200,000.00
Sauces (Tabasco)	4 containers	2002 2003	US\$67,500.00 (2002-US\$67,500.00)
Semolina, Wheat Flour	200 metric tons (semolina); 67 metric tons (wheat flour)	2002	US\$100,000.00
Beans	220 metric tons	2002	US\$110,000.00
Rice, Beans, Chickpeas	2 containers (rice); 2 containers (beans)	2002 2003	US\$360,000.00 (2002-US\$167,000.00)
Del Monte	5 containers	2002	US\$100,000.00
Food Grade Soybeans	10.5 metric tons	2002	US\$3,500.00
Yellow Peas	190,000 pounds	2002	US\$14,250.00
Pasta (Mueller's)	11 containers	2002 2003	US\$210,000.00 (2002-US\$64,000.00)
Peas	6,000 metric tons	2002	US\$1,300,000.00
Condiments			US\$800,000.00
Eggs	30,000,000	2002 2003	US\$1.2 million (2002-US\$650,000.00)

**CIMEX REPORTS ON PURCHASES OF PROCESSED FOOD, BRANDED FOOD, AND BEVERAGES-** Mr. Eduardo Bencomo Zurdos, President of Republic of Cuba government-operated Corporacion Cimex S.A. (2001 revenues approximately US\$900 million) reported that the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, resulted in the definitive re-introduction of processed foods and branded foods from the United States into the tourism sector and into the U.S. Dollar retail sector.

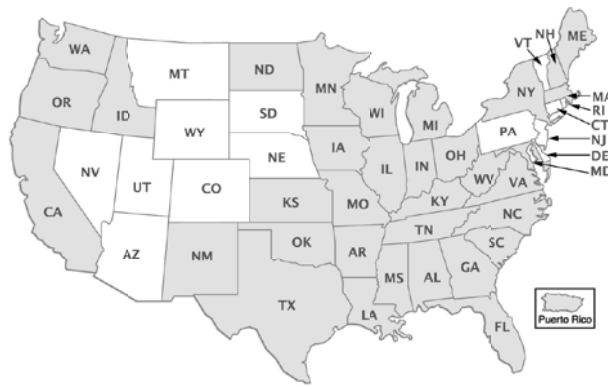
*“The most important aspect of the exhibition is what it was for many participants, an opportunity to exhibit their products, better understand the market, and develop relationships with our companies and purchasers for future business. In our view the fair begins after it closes,”* said Mr. Bencomo.

Mr. Manuel Dominguez Jimenez, Vice Director- Purchasing for Corporacion Cimex S.A., reported that the company had contracted for approximately US\$9 million in processed foods, branded foods, and beverages at the *U.S. Food & Agribusiness Exhibition*; and that other Republic of Cuba government-operated entities had contracted for approximately US\$8 million in processed foods, branded foods, and beverages at the *U.S. Food & Agribusiness Exhibition*.

### **34 STATES HAVE SOURCED FOOD AND AGRICULTURE PRODUCTS TO CUBA-**

Since December 2001, thirty-four states have been the source of food products and agricultural products to the Republic of Cuba under provisions of the *Trade Sanctions Reform and Economic Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis only) export of food products and agricultural products from the United States to the Republic of Cuba, irrespective of purpose. The thirty-four states have 423 votes of the 538 votes in the Electoral College; a successful candidate for the presidency of the United States requires 270 votes. Within the United States Congress, **83%** of the 435 members of the United States House of Representatives represent citizens of the thirty-four states which have been the source of food products and agricultural products exported from the United States to the Republic of Cuba since December 2001; and **68%** of the 100 members of the United States Senate represent citizens of the thirty-four states which have been the source of food products and agricultural products

exported from the United States to the Republic of Cuba since December 2001.



State Sourcing	U.S. House Of Representatives				U.S. Senate			
	Republican	Democrat	Independent	Total	Republican	Democrat	Total	
1	Alabama	5	2		7	2	0	2
2	Arkansas	1	3		4	1	1	2
3	California	20	32		52	0	2	2
4	Florida	15	8		23	0	2	2
5	Georgia	8	3		11	0	2	2
6	Idaho	2	0		2	2	0	2
7	Illinois	10	10		20	1	1	2
8	Indiana	6	4		10	1	1	2
9	Iowa	4	1		5	1	1	2
10	Kansas	3	1		4	2	0	2
11	Kentucky	5	1		6	2	0	2
12	Louisiana	5	2		7	0	2	2
13	Maine	0	2		2	2	0	2
14	Massachusetts	0	10		10	0	2	2
15	Maryland	4	4		8	0	2	2
16	Michigan	7	9		16	0	2	2
17	Minnesota	3	5		8	0	2	2
18	Mississippi	2	3		5	2	0	2
19	Missouri	5	4		9	1	1	2
20	New Hampshire	2	0		2	2	0	2
21	New Mexico	2	1		3	1	1	2
22	New York	12	19		31	0	2	2
23	North Carolina	7	5		12	1	1	2
24	North Dakota	0	1		1	0	2	2
25	Ohio	11	8		19	2	0	2
26	Oklahoma	5	1		6	2	0	2
27	Oregon	1	4		5	1	1	2
28	South Carolina	4	2		6	1	1	2
29	Tennessee	5	4		9	2	0	2
30	Texas	13	17		30	2	0	2
31	Virginia	7	3	1	11	2	0	2
32	Washington	3	6		9	0	2	2
33	West Virginia	1	2		3	0	2	2
34	Wisconsin	4	5		9	0	2	2
	<b>Total</b>	<b>182</b>	<b>182</b>	<b>1</b>	<b>365</b>	<b>33</b>	<b>35</b>	<b>68</b>
	<b>Percent Of Total</b>	<b>81%</b>	<b>86%</b>	<b>100%</b>	<b>83%</b>	<b>67%</b>	<b>70%</b>	<b>68%</b>

**U.S. HOUSE MEMBERS AND THE U.S. FOOD & AGRIBUSINESS EXHIBITION-** The Washington, D.C.-based Cuba Policy Foundation has compiled the following list of members of the United States House of Representatives within whose districts are located companies that participated in the *U.S. Food & Agribusiness Exhibition* at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002:



Acevedo-Vilá, Aníbal (D-PR)  
 Ackerman, Gary L. (D-NY)  
 Allen, Thomas H. (D-ME)  
 Baldacci, John Elias (D-ME)  
 Berry, Marion (D-AR)  
 Bishop, Sanford, Jr. (D-GA)  
 Blagojevich, Rod R. (D-IL)  
 Boozman, John (R-AR)  
 Boswell, Leonard L. (D-IA)  
 Boyd, Allen (D-FL)  
 Brady, Kevin (D-PA)  
 Brown, Corrine (D-FL)  
 Burton, Dan (R-IN)  
 Calvert, Ken (R-CA)  
 Capuano, Michael (D-MA)  
 Cardin, Benjamin (D-MD)  
 Chabot, Steve (R-OH)  
 Collins, Mac (R-GA)  
 Cooksey, John (R-LA)  
 Crane, Philip (R-IL)  
 Crenshaw, Ander (R-FL)  
 Davis, Danny (D-IL)  
 Davis, Jim (D-FL)  
 Davis, Susan A. (D-CA)  
 DeGette, Diana (D-CO)  
 Delahunt, William D. (D-MA)  
 Deutsch, Peter (D-FL)  
 Diaz-Balart, Lincoln (R-FL)  
 Dogget, Lloyd (D-TX)  
 Doolittle, John (R-CA)

Ehrlich, Robert, Jr. (R-MD)  
 Etheridge, Bob (D-NC)  
 Fletcher, Ernie (R-KY)  
 Ganske, Greg (R-IA)  
 Gilchrest, Wayne T. (R-MD)  
 Goodlatte, Bob (R-VA)  
 Graves, Sam (R-MO)  
 Green, Mark (R-WI)  
 Gutierrez, Luis V. (D-IL)  
 Gutknecht, Gil (R-MN)  
 Hastings, Alcee L. (D-FL)  
 Hastings, Doc (R-WA)  
 Hilliard, Earl F. (D-AL)  
 Holden, Tim (D-PA)  
 Houghton, Amo (R-NY)  
 Hyde, Henry (R-IL)  
 Inslee, Jay (D-WA)  
 Isakson, Johnny (R-GA)  
 Jackson, Jesse L., Jr. (D-IL)  
 Jackson-Lee, Sheila (D-TX)  
 Jefferson, William J. (D-LA)  
 John, Christopher (D-LA)  
 Johnson, Nancy (R-CT)  
 Johnson, Timothy (R-IL)  
 Kilpatrick, Carolyn (D-MI)  
 Kind, Ron (D-WI)  
 Kingston, Jack (R-GA)  
 Kirk, Mark Steven (R-IL)  
 Latham, Tom (R-IA)  
 Lewis, John (D-GA)

Lewis, Ron (R-KY)  
 Linder, John (R-GA)  
 Lucas, Ken (D-KY)  
 Lynch, Stephen (D-MA)  
 Maloney, Carolyn (D-NY)  
 McCollum, Betty (D-MN)  
 McIntyre, Mike (D-NC)  
 McKinney, Cynthia (D-GA)  
 Meek, Carrie (D-17)  
 Menendez, Robert (D-NJ)  
 Miller, Jeff (F-FL)  
 Ortiz, Solomon (D-TX)  
 Paul, Ron (R-TX)  
 Peterson, Collin (D-MN)  
 Phelps, David (D-IL)  
 Pickering, Charles, Jr. (R-MS)  
 Pombo, Richard (R-CA)  
 Pomeroy, Earl (D-ND)  
 Price, David (D-NC)  
 Putnam, Adam (R-FL)  
 Radanovich, George (R-CA)  
 Ramstad, Jim (R-MN)  
 Reynolds, Thomas (R-NY)  
 Rogers, Mike (R-MI)  
 Ros-Lehtinen, Ileana (R-FL)  
 Rothman, Steven (D-NJ)  
 Roybal-Allard, Lucille (D-CA)  
 Scott, Robert (D-VA)  
 Shaw Clay, Jr. (R-FL)

**U.S. SENATE MEMBERS AND THE U.S. FOOD & AGRIBUSINESS EXHIBITION-** The Washington, D.C.-based Cuba Policy Foundation has compiled the following list of members of the United States Senate within whose states are located companies that participated in the *U.S. Food & Agribusiness Exhibition* at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002.

Alabama: Ted Stevens (R); Frank Murkowski (R)  
 Arkansas: Tim Hutchinson (R); Blanche Lincoln (D)  
 California: Dianne Feinstein (D); Barbara Boxer (D)  
 Colorado: Ben Campbell (R); Wayne Allard (R)  
 Connecticut: Chris Dodd (D); Joe Lieberman (D)  
 Florida: Bob Graham (D); Bill Nelson (D)  
 Georgia: Max Cleland (D); Zell Miller (D)  
 Illinois: Richard Durbin (D); Peter Fitzgerald (R)  
 Indiana: Richard Lugar (R); Evan Bayh (R)  
 Iowa: Charles Grassley (R); Tom Harkin (D)  
 Kentucky: Mitch McConnell (R); Jim Bunning (R)  
 Louisiana: John Breaux (D); Mary Landrieu (D)  
 Maine: Olympia Snowe (R); Susan Collins (R)  
 Maryland: Paul Sarbanes (D); Barbara Mikulski (D)  
 Massachusetts: Edward Kennedy (D); John Kerry (D)  
 Michigan: Carl Levin (D); Debbie Stabenow (D)  
 Minnesota: Paul Wellstone (DFL); Mark Dayton

(DFL)  
 Mississippi: Thad Cochran (R); Trent Lott (R)  
 Missouri: Christopher Bond (R); Jean Carnahan (D)  
 Nebraska: Chuck Hagel (R); Ben Nelson (D)  
 New Jersey: Robert Torricelli (D); Jon Corzine (D)  
 New York: Charles Schumer (D); Hillary Clinton (D)  
 North Carolina: Jesse Helms (R); John Edwards (D)  
 North Dakota: Kent Conrad (D); Byron Dorgan (D)  
 Ohio: Mike DeWine (R); George Voinovich (R)  
 Oklahoma: Don Nickles (R); James Inhofe (R)  
 Oregon: Ron Wyden (D); Gordon Smith (R)  
 Pennsylvania: Arlen Specter (R); Rick Santorum (R)  
 South Dakota: Tom Daschle (D); Tim Johnson (D)  
 Texas: Phil Gramm (R); Kay Hutchison (R)  
 Virginia: John Warner (R); George Allen (R)  
 Washington: Patty Murray (D); Maria Cantwell (D)  
 Wisconsin: Herb Kohl (D); Russell Feingold (D)

**RADLO FOODS OF MASSACHUSETTS TO EXPORT 30 MILLION EGGS TO CUBA-** At the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, Watertown, Massachusetts-based **Radlo Foods LLC**, signed a contract for the delivery of five million eggs (valued at approximately US\$250,000.00) to the Republic of Cuba

in October 2002. In addition, Radlo Foods LLC signed an agreement, to be negotiated on a monthly basis, for the delivery of five million eggs each month during the period November 2002 through March 2003. The twenty-five million eggs have an approximate value of US\$1.25 million. The two agreements were signed with Republic of Cuba government-operated Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba. The agreements include the Radlo Foods brand “Born Free Eggs” including “Born Free X-Port,” as well as, “Born Free All Natural,” “Born Free Cage Free,” and “Brown Free Organic eggs.” Radlo Foods LLC has affiliated companies in *Concord, New Hampshire; Leeds, Maine; Gainesville, Georgia; and Nixa, Missouri.*

Mr. Pedro Alvarez, Chairman and Chief Executive Officer of Alimport said, *“we are very happy with the our new relationship with Radlo Foods and the United States egg industry; and we are proud to have ‘Born Free’ as the select egg of the Cuban people.... ‘Born Free’ eggs taste, texture, and consistency are truly the finest egg brand that we have ever imported.”*

*“It took us 43 years to get the first contract, but only six months to get the second contract,”* Mr. Radlo said. *“This is because we have taken the time to get to know each and build a bridge of trust. President Kennedy once said ‘The United States did not rise to greatness by waiting for others to lead. This Nation is the foremost manufacturer, farmer, banker, consumer, and exporter.’ Well, Radlo Foods has taken that observation to heart and is leading the way in creating a strong relationship with the people of Cuba,”* Mr. Radlo noted. Mr. Radlo observed that Mr. Alvarez and the citizens of the Republic of Cuba are not only business associates and customers, *“they are my friends.”*

According to David Radlo, *“From an introductory order to a long-term commitment is vitally important to not only Radlo Foods, but to the United States egg industry, and the feed industry that supplies egg producers. It is also a long-term commitment to workers, warehousemen, truckers, longshoremen, and steamship companies. For Cuba, we are providing a low cost and safe source of high protein food to help improve and maintain their health.”*

In March 2002, Radlo Foods LLC contracted with Alimport for the delivery of ten million eggs (with an approximate market value of US\$500,000.00) during the period April 2002 through June 2002. The contract represented the first import of eggs by the government of the Republic of Cuba. Radlo Foods LLC supplied New England Brown Eggs from its own production facilities including “cage free” organic eggs. In addition, eggs were obtained in cooperation with United Egg Producers, a trade association headed by Mr. Michael Bynam of Tampa, Florida-based Tampa Farm Services.

Approximately one trailer lot (325,080 eggs) was medium-size brown eggs primarily sourced from **Maine**, but also sourced from Massachusetts, Vermont, New Hampshire, Rhode Island, and Connecticut.

Approximately 29 trailer lots (9,675,000) of medium-size white eggs were sourced from various states.

The eggs were transported in refrigerated containers (nine hundred and three 360-egg cases) from a port in the state of **Mississippi** to the Republic of Cuba. Refrigerated eggs remain consumable (“fresh”) for 90 days to 120 days.

**BEANS FROM MICHIGAN TO BE EXPORTED TO CUBA-** As a result of the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, the East Lansing, Michigan-based **Michigan Bean Shippers Association** (MBSA) has reported the first export of beans from Michigan since 1959.

606 metric tons (approximate value US\$315,873.00 CIF Gulfport, Mississippi) of beans from Michigan have been sold to Republic of Cuba government-operated Empresa Cubana Importadora de Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba: 385 metric tons of Michigan No. 1 Black Beans and 221 metric tons of Michigan No. 1 Small Red Beans for delivery from November 2002 through March 2003.

Mr. Joseph Cramer, chairman of MBSA and president of Frankenmuth, Michigan-based **CoStar Bean**

**Marketing**, who represented the MBSA at the U.S. Food & Agribusiness Exhibition, said, “*While the contract with Alimport, Cuba's state-controlled, food-buying agency, was negotiated and signed by CoStar Bean, the opportunity to participate in the sale will be extended to all MBSA dealer members. This is the first time in memory that such an agreement has been reached and shared with the Michigan dry bean industry.*”

**FC STONE OF IOWA CONTRACTS FOR US\$5.04 MILLION IN CORN AND SOYBEANS-** At the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, West Des Moines, Iowa-based **FC Stone** contracted with Republic of Cuba government-operated Empresa Cubana Importadora de Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba, for 15,000 metric tons of corn and 15,000 metric tons of soybeans valued at US\$5.04 million for delivery in February 2003. In June 2002, FC Stone delivered 25,000 metric tons of corn and 25,000 metric tons of soybeans to the Republic of Cuba.

**CROWLEY LINER SERVICES RENEWS AGREEMENT WITH ALIMPORT-** At the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, Jacksonville, Florida-based **Crowley Liner Services**, a subsidiary of San Diego, California-based Crowley Maritime Corporation (2001 revenues approximately US\$1.2 billion), renewed an agreement with Republic of Cuba government-operated Empresa Cubana Importadora de Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba, to provide cargo services from the United States to the Republic of Cuba for products authorized by the Bureau of Industry and Security (BIS) of the United States Department of Commerce in Washington, D.C.

The agreement is for cargo originating from the Port of Jacksonville, Florida, and the Port of Gulfport, Mississippi.

**MAYFLOWER INTERNATIONAL OF SOUTH CAROLINA PROVIDING SHIPPING SERVICES TO CUBA-** Charleston, South Carolina-based **Mayflower International, Ltd.**, has a license from the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., to provide cargo services from the United States to the Republic of Cuba for products authorized by the Bureau of Industry and Security (BIS) of the United States Department of Commerce in Washington, D.C. *For additional information, please contact Mr. William Quinby at telephone: (843) 577-0560; Facsimile (843) 577-6644; E-mail: [mayflower@mindspring.com](mailto:mayflower@mindspring.com); and Internet: <http://www.mindspring.com/mayflower>*

**DENAF CORPORATION OF PUERTO RICO DONATES LETTUCE, RADISH, PARSLEY, AND CORN SEEDS-** At the *U.S. Food & Agribusiness Exhibition* held at the Palacio de Convenciones de la Habana (Pabexpo) in the city of Havana, Republic of Cuba, from 26 September 2002 through 30 September 2002, San Juan, Puerto Rico-based **DENAF Corporation** donated 600,000 lettuce seeds, radish seeds, parsley seeds, and 200,000 hybrid sweet corn seeds to the Ministry of Agriculture of the Republic of Cuba. The seeds, valued at approximately US\$56,516.00, were sourced from a farm located in Belle Glade, Florida.

**RICELAND FOODS OF ARKANSAS HAS RICE IN OCTOBER 2002 RATION IN CAMAGUEY-** Republic of Cuba nationals residing in the city of Camaguey, Republic of Cuba, (500 kilometers east of the city of Havana) reported that the monthly ration included rice from Stuttgart, Arkansas-based **Riceland Foods, Inc.** (2001 revenues exceeded US\$2 billion). Republic of Cuba nationals receive a monthly ration book that authorizes the subsidized

purchase of products, including approximately 6 pounds of rice per month at 25 centavos (approximately US\$.01) per pound.

**RICE, CORN, FLOUR, EGGS FROM THE U.S. INCREASINGLY AVAILABLE IN HAVANA, CAMAGUEY-** Republic of Cuba nationals residing in the cities of Havana and Camaguey are reporting an increasing availability of United States-produced food products at Republic of Cuba government-operated Peso-denominated food stores, particularly rice from Stuttgart, Arkansas-based **Riceland Foods, Inc.** (2001 revenues exceeded US\$2 billion) at 4 Pesos (approximately US\$.04) per pound; eggs from Watertown, Massachusetts-based **Radlo Foods LLC** at 2 Pesos (approximately US\$.02) per egg; and corn flour at 3 Pesos (approximately US\$.03) per pound in Camaguey, and 2.45 Pesos (approximately US\$.025) per pound in Havana.

**MARSH OF INDIANA PRODUCTS AVAILABLE AT HAVANA SUPERMARKET-** For the first time in since 1959, United States-manufactured supermarket products that have been exported directly from the United States to the Republic of Cuba are available in the Republic of Cuba. Marsh brand cereals, gelatin desserts, instant pudding, pie filling, and hot cocoa mix have been available since 14 October 2002 at the Republic of Cuba government-operated Cubalse S.A. supermarket (the largest in the Republic of Cuba) in the city of Havana, located at the corner of 3<sup>rd</sup> Avenue and 60<sup>th</sup> Street, in the Miramar district.

Indianapolis, Indiana-based Marsh International, a subsidiary of Indianapolis, Indiana-based **Marsh Supermarkets, Inc.** (2001 revenues exceeded US\$1 billion), was the first United States-based company to contract with Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of Cuba, for private label packaged food products. Twenty-five containers of various quantities of 140 different Marsh-branded food products, valued at approximately US\$750,000.00, were delivered in July 2002 and August 2002. The Marsh-branded products (and some nationally-recognized brands) purchased by Alimport included condiments, snack foods, baby food, cookies, beverages, pasta, preserves, confections, and soups, among others.

The supermarket has nine isles, with each isle broken into two sections. One isle featured a display of Marsh brand cereals at the front of one section, with close to one side of the section (a fourth of the isle) taken up with the Marsh brand products. Boxes of Marsh brand cereals such as Shredded Wheat, Crispy Rice, Bran Flakes, Magic Stars and Fruit Rings is US\$4.80 (14-ounce box) to US\$5.45 (19-ounce box). Various flavors of gelatin desserts are US\$0.80 per 0.44-ounce box. Various flavors of instant pudding and pie filling are US\$0.80 per 3.9-ounce box. A 20-ounce can of Marsh brand hot cocoa mix is US\$4.10.

**HOTEL MANAGERS COMMENT ON U.S. PRODUCTS AND THEIR AVAILABILITY-** Managers of hotels in the city of Havana report that food product and beverage product imports from United States-based companies are expected to result in reduced costs and higher quality for the estimated 1.6 million visitors to the Republic of Cuba in 2002. The managers recommend that **a)** the government of the Republic of Cuba authorize Republic of Cuba-based entities other than Republic of Cuba government-operated Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of the Republic of Cuba, to directly contract with United States-based companies and **b)** that until any changes in purchasing channels are implemented, Alimport, in a more timely manner, notify purchasing managers at hotels and non-Republic of Cuba companies with operations (tourism sector and U.S. Dollar retail sector) within the Republic of Cuba of opportunities to source and purchase products from United States-based companies. Managers of hotels report that products (not yet those sourced from United States-based companies) sometimes remain in warehouses or containers for considerable periods of time, with spoilage a result, before the products are delivered to hotels.

According to a manager of one hotel, “*We have always been able to obtain the United States products we needed [through third countries]. The difference now is that they will be less expensive, of higher quality and can be delivered in smaller amounts every few weeks.*”

Beginning in 2002, all hotels within the Republic of Cuba have sourced their food products and beverage products through Republic of Cuba government-operated companies. Prior to 2002, some hotels sourced their food products and beverage products directly through non-Republic of Cuba-based manufacturers or distributors. Some hotels that are managed by non-Republic of Cuba-based companies have authorization to directly import food products and beverage products.

One current transaction method: A non-Republic of Cuba company that manages hotels within the Republic of Cuba orders a frozen mini-pizza produced in Spain through a trading company with an office at a Republic of Cuba government-operated free trade zone. The trading company obtains the requirements of the hotels on a monthly basis, imports the frozen mini-pizzas, and then sells the frozen mini-pizzas to a Republic of Cuba government-operated company that then delivers the frozen mini-pizzas to the hotels.

### ***Updated Speaking Schedule***

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to moderate a panel on “*Forming New Trade Alliances*” at the annual **Port Symposium 2002** from 31 October 2002 to 1 November 2002 at the Grand Oasis Resort in Gulfport, Mississippi, which will focus upon “*Emerging Trends and Strategies in Maritime Economic Development.*” The University of Mississippi and the Mississippi State Port Authority sponsor Port Symposium 2002. *For information, please contact Ms. Melody Bradley-Moeller at telephone (228) 867-8779; facsimile (228) 867-8789; and e-mail: melody.moeller@usm.edu*

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to deliver a presentation on 19 November 2002 at the offices of Washington, D.C.-based **Murphy, Frazer & Selfridge** (<http://www.murphyfrazer.com>). *For additional information, please contact Ms. Laura Vallis at telephone (202) 544-8490; facsimile (202) 543-7804; or e-mail: vallis@murphyfrazer.com*

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to deliver a presentation at the annual members meeting of the Fargo, North Dakota-based **North Dakota Farm Bureau** from 22 November 2002 through 24 November 2002. *For additional information, please contact Mr. Brian Kramer at telephone (701) 298-2200; facsimile (701) 298-2210; e-mail: bkramer@ndfb.org; and Internet: <http://www.ndfb.org>*

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to deliver a presentation at 10:15 a.m. on 4 December 2002 at the annual **Americas Food & Beverage Show and Conference** at the World Trade Center Miami in Miami, Florida. *For additional information, please contact Mr. John Price at telephone (305) 569-9133 ext. 202; facsimile (305) 716-9253; e-mail: [jprice@infoamericas.com](mailto:jprice@infoamericas.com); and Internet: <http://www.worldtrade.org/food>*

Mr. John S. Kavulich II, President of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to give a presentation “*Cuba: Current Realities & The Future*” at the **2<sup>nd</sup> Annual Sanctioned Oil States Conference: Sanctioned, Pressured, Marginalized & Impacted States** on 29 May 2003 at the National Press Club in Washington, D.C. *For additional information, please contact Ms. Amanda Wellbeloved, Global Pacific & Partners at telephone 27 11 778-4360; facsimile 27 11 880-3391; e-mail: [amanda@glopac.com](mailto:amanda@glopac.com); and Internet: <http://www.glopac.com>*