



BELTRAIDE in collaboration with the Inter-American Institute for Cooperation in Agriculture (IICA) and the Ministry of Agriculture and Fisheries have embarked in a Capacity Building initiative named Small & Medium Enterprise (SME) Export Platform. The objective of the Platform is to diversify and increase the number of exporters from developing Latin American countries and the value of agribusiness exports; to the US, Canada and European markets.

The Platform comprises of three stages:

- 1) Training in international business
- 2) Validation of the product in the target market; and
- 3) Negotiation skills.

Presently, we are at the third stage of this initiative, the negotiation skill. In this stage, six (6) small & medium size enterprises (SMES) will be traveling to Miami along with representatives from the Belize Trade & Investment Development Services (BELTRAIDE) and the Inter-American Institute for Cooperation in Agriculture (IICA) to attend the 12th American Food & Beverage Show, on November 9th through November 13th 2009, where they will be displaying their products with the intention of promotion and establishing contacts with potential buyers.

These six (6) SMES will engage in two (2) days of trade show activities and two (2) days of trade mission/match making, during which, each SME will meet with at least two potential buyers that has been scheduled by an IICA consultant in Miami. We are anticipating that the match making aspect of this initiative will be fruitful, hence, these SMES will venture into new international markets or/and expand their existing international market share, thus, placing our home made products on international shelves .

The six (6) participating SMES are:



1. BEL-CAR EXPORT & IMPORT COMPANY LIMITED

Black eye peas - Also known as lobiya or chawli, these black eye beans are creamy white in color and have a black mark on their inner curve. Black eye beans are unique because they taste wonderful without any spices.

Light red kidney beans: Characterized by a strong flavor and a color that is light red in nature, the kidney bean is a versatile kidney shaped bean that can be used in a variety of hot and cold recipes.

Route 20 East, Spanish Lookout
Cayo District, Belize, Central America
Tel.: 501-823-0318 Fax: 501-823-0136
E-mail: bel-car@btl.net



2.

HOT MAMA'S FOODS LIMITED

Habanero Hot Sauce - Made from fresh vegetable such as carrots, onions, garlic and selected red habanero pepper, which is the hottest pepper known to man.

Sweet Pepper Sauce – This gourmet Sweet Pepper Sauce is unique in that it is a sweet hot/spicy sauce that can be used with just about everything. From breakfast to dessert, just let your imagination go. No need to have a special recipe, just add to any meal or snack and enjoy!

Manganero Sauce – This sauce is an exceptional sweet and hot/spicy gourmet sauce that is made with fresh mangos and habaneros. It excels with seafood. You name it... shrimp, lobster, baked fish! Cook with it or serve it on the side.

Mile 60 Western Highway
Cayo District, Belize, Central America
Tel.: 501-824-0444 Fax: 501-824-3649
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Website: hotmamasfoods.biz



3. **A WORLD OF TRUE TASTE**

BEL-CUISINE CONDIMENTS

Red Recado Paste (100g) – An annatto based seasoning with a rich blend of herbs and spices. No artificial colors or preservatives are used in the making of this product. It is a 100% natural condiment that can easily be incorporated to any recipe and will give a rich brown color to all kinds of meats with an exquisite gourmet flavor.

Red Recado Powder (85g spice jars) – Product has same characteristics as the red recado paste, just that many people love its conveniences to use as a powder.

Altamira, Corozal District

Belize, Central America

Tel.: 501-422-0354 Fax: 501-422-3958

E-mail: bel_cuisine@hotmail.com



4.

LITTLE BELIZE EXPORTERS COMPANY LIMITED

Tainun Papaya is our produce. This fruit has a sweet taste. Its skin is golden in color and has red flesh. Papaya is a vitamin C enriched. This fruit has healing propensities for stomach problems, and the seed is used for internal parasites.

Corozal District, Belize, Central America

Tel.: 501-322-0165 Fax: 501-322-0030

E-mail: littlebelizeexporters@yahoo.com



5.

MARIE SHARP'S FINE FOODS LIMITED

Fiery Hot Pepper Sauce – This pepper sauce has even more habanero pepper added to the original formula, and if you think you can eat pepper sauce, this one was specially developed for the Mexican market and the Hardy pepper sauce lovers.

Green Habanero – This sauce is made up of the Cactus “Prickly Pear” or “Nopal” onions garlic, lime juice and vinegar. This sauce has its own flavor and very popular especially in Mexico.

Beware – Beware! You better be! Winner of the 1999 highest Scoville Award in New Mexico. Developed to prove that a pepper sauce could be made that the sworn pepper sauce lovers could only used in minute quantities. Extremely hot with comatose heat levels. Warning: use by the drop only.

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6.



CITRUS PRODUCT of BELIZE LIMITED (CPBL)

<http://www.citrusproductsbelize.com/company.html>