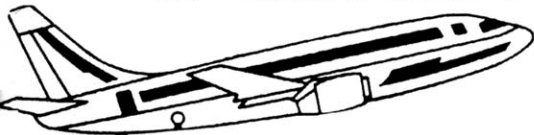


# UVI SBDC

UNIVERSITY OF THE VIRGIN ISLANDS • SMALL BUSINESS DEVELOPMENT CENTER

## **4**th annual conference on international trade and investment

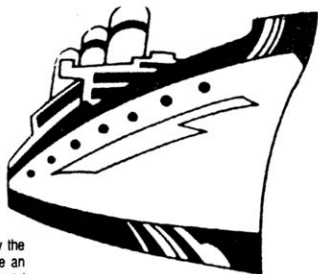


**"DEVELOPING A  
TRANS-SHIPMENT INDUSTRY  
IN THE U.S. VIRGIN ISLANDS  
FOR THE EASTERN CARIBBEAN"**

Caribbean Pamphlet File

October 12, 13, 14, 1990

Carambola Beach Resort and Golf Club, St. Croix, U. S. V. I.



The Small Business Development Center (SBDC) is partially funded by the U.S. Small Business Administration. Such funding does not constitute an expressed or implied endorsement of any of the cosponsors' or participants' opinions, products or services.

**Fourth Annual Conference on  
International Trade and Investment**

**DEVELOPING A TRANS-SHIPMENT INDUSTRY IN THE  
U.S. VIRGIN ISLANDS FOR THE EASTERN CARIBBEAN**

**WE ARE GRATEFUL TO OUR SPONSORS**

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## **OUR THANKS TO THE FOLLOWING PARTICIPATING ORGANIZATIONS**

Atlantic Nautical Services

Beep Business Service

CARICOM

Chase Manhattan Bank

Florida Atlantic University

Government of Anguilla

Government of the British Virgin Islands

Government of St. Kitts

NOVA University

Organization of Eastern Caribbean States

Small Business Export Development Center  
for Puerto Rico & the Virgin Islands

St. Maarten Chamber of Commerce

The Legislature of the U.S. Virgin Islands

The Markoe Agencies, Ind.

The Office of the Governor of the U.S. Virgin Islands

The Office of the Lieutenant Governor of the U.S. Virgin Islands

Trailer Marine Transport

Tropical Shipping Lines

U.S. Customs Service

V. I. Department of Economic Department and Agriculture

V. I. Industrial Development Commission

V. I. Maritime Services, Inc.  
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V. I. Port Authority

**4<sup>th</sup> annual conference  
on international  
trade and investment**



**"Developing A Trans-shipment Industry In The Virgin Islands For The Eastern Caribbean" is the focus of the Fourth Annual Conference on International Trade and Investment. The Industry will serve the Eastern Caribbean States by:**

- [ ] Identifying commodities needed in the island economies,
- [ ] Finding sources of the merchandise on the U.S. mainland,
- [ ] Bringing the merchandise in bulk to the U.S. Virgin Islands and repackaging it in desired quantities for trans-shipment.



**4<sup>th</sup> annual conference  
on international  
trade and investment**



**"Developing a Trans-shipment Industry In The  
Virgin Islands For The Eastern Caribbean" will  
lead to the creation, in the region of:**

- [ ] More small businesses
- [ ] Increased trade
- [ ] A greater variety of products
- [ ] More economical services



**4<sup>th</sup> annual conference  
on international  
trade and investment**



The objective of this conference is to:

- [ ] Develop an information base for the U.S. Virgin Islands trans-shipment industry serving the Eastern Caribbean;
- [ ] Bring together resource people with pertinent expertise, authority and interest in a trans-shipment industry in the region;
- [ ] Generate strategies for developing the industry.



**4<sup>th</sup> annual conference  
on international  
trade and Investment**



**Participants of this conference are from the Eastern Caribbean States, the U.S. Mainland and the Virgin Islands and will include representatives of:**

- [ ] Government
- [ ] Shipping, Insurance and Banking
- [ ] Import, Export and Manufacturing
- [ ] The Academic Community

**Speakers, Panelist and Facilitators will include distinguished persons from the U.S. Mainland, the Eastern Caribbean and the U.S. Virgin Islands.**



**4<sup>th</sup> annual conference  
on international  
trade and investment**



Topics for discussion at this conference will include:

- [ ] The Trans-shipment Industry Concept.
- [ ] Legislative and Administrative Policies Affecting the Trans-shipment Industry.
- [ ] Financing and Insuring Regional Trade in the Eastern Caribbean.
- [ ] Shipping and Freight Handling Services for the Eastern Caribbean.





## **AGENDA**

### **Fourth Annual Conference on International Trade and Investment**

### **DEVELOPING A TRANS-SHIPMENT INDUSTRY IN THE U.S. VIRGIN ISLANDS FOR THE EASTERN CARIBBEAN**

**Saturday, October 13, 1990**

**8:00 a.m.**

**Conference Registration**

**9:00 a.m.**

**Introductions:**

**Dr. Solomon S. Kabuka, Jr.,**  
State Director  
Virgin Islands Small Business  
Development Center  
University of the Virgin Islands

**Remarks:**

**Dr. Orville Kean**  
President  
University of the Virgin Islands

**Honorable Bent Lawaetz**

President  
18th Legislature of the Virgin Islands

**Honorable Derek M. Hodge**

Lieutenant Governor  
U.S. Virgin Islands

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## Panel Discussions

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**9:45 - 10:45 a.m.**

**"The Trans-shipment Industry Concept"  
A Panel Discussion**

**"Opportunities/Markets/Commodities/  
Suppliers"**

**Dr. Richard W. Moore**

Director  
Policy Planning and Research  
Government of the U. S. Virgin Islands

**"The Georgia Case"**

**Mr. Job Dielman**

Counsellor  
International Trade Development Center  
Athens, Georgia

**"The Florida Case"**

**Mr. William Musella**

Director  
Institute for International Trade & Development  
Nova University  
Ft. Lauderdale, Florida

**Virgin Islands International Trade Center**

**Dr. Solomon S. Kabuka, Jr.**

State Director  
Virgin Islands Small Business  
Development Center  
University of the Virgin Islands

**MODERATOR:**

**Honorable Emille Gumbs**

Chief Minister  
Government of Anguilla

**10:45 - 11:00 a.m.**

**Refreshment Break**

**11:00 - 12:00 noon**

**"Legislative and Administrative Policies  
Affecting the Trans-shipment Industry"  
A Panel Discussion**

**"The Eastern Caribbean Perspective"**

**Dr. George Goodwin**

Chief  
Sector Policy and Planning Section  
Organization of Eastern Caribbean States

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## Panel Discussions Continued

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**"Tariffs/Regulations on Trade between the  
U.S.A, the U.S. Virgin Islands and the  
Eastern Caribbean"**

**Mr. Benjamin C. Jefferson**

District Director  
U.S. Customs  
U.S. Virgin Islands

**"The Virgin Islands as a Free Trade Zone"**

**Mr. William Roebuck**

Executive Director  
Virgin Islands Industrial Development  
Commission

**MODERATOR:**

**Honorable Asyll M. Warner**

Special Advisor to the Prime Minister  
Government of St. Kitts/Nevis

**12:00 - 2:00 p.m.**

**LUNCHEON**

***Speaker***

**Honorable Alexander A. Farrelly**

Governor  
U.S. Virgin Islands

**2:00 - 2:45 p.m.**

**"Financing and Insuring Regional Trade in the  
Eastern Caribbean"**

**A Panel Discussion**

**"Types and Sources of Financing"**

**Mr. Michael J. Dow**

Vice President  
Chase Manhattan Bank  
U.S. Virgin Islands

## Panel Discussions Continued

### **"Financing Infrastructure Development"**

**Honorable Asyll M. Warner**

Special Advisor to the Prime Minister  
Government of St. Kitts/Nevis

### **"Insurance Services for Regional Trade"**

**Mr. Phillip Gerard**

Markoe Insurance Agencies  
St. Croix, U.S. Virgin Islands

**MODERATOR:**

**Dr. Simon B. Jones-Hendrickson**

Associate Professor of Economics  
University of the Virgin Islands

**2:45 - 3:30 p.m.**

### **"Shipping and Freight Handling Between the U.S. Mainland, the Virgin Islands and the Eastern Caribbean"**

**A Panel Discussion**

**Mr. Keith O'Neale**

President

O'Neale's Transport, Inc./Trailer Marine Transport  
St. Croix, U.S. Virgin Islands

**Mr. Archibald Ogden**

Regional Financial Manager  
Tropical Shipping

**Mr. Rudolph Francis**

President

Virgin Islands Maritime Services Inc.  
(Agent) NAVIERAS DE PUERTO RICO

**MODERATOR:**

**Mr. Bryan W. Thornton**

President

Atlantic Nautical Services  
St. Thomas, U.S. Virgin Islands

**Agenda/Saturday, October 13, 1990 Continued**

- 3:30 - 4:30 p.m.**            **Meeting of Recommendation Sub-committees**  
Four sub-committees will convene and draft recommendations regarding strategies for the development of a trans-shipment industry.
- 4:30 p.m.**                **Conference Recap and Future Direction**  
**Mr. Chester R. Williams**  
Associate Director  
Virgin Islands Small Business  
Development Center  
University of the Virgin Islands
- 5:00 - 7:00 p.m.**            **Cocktail Party ... Hosted by Carambola Resort**

## **AGENDA**

### **Fourth Annual Conference on International Trade and Investment**

### **DEVELOPING A TRANS-SHIPMENT INDUSTRY IN THE U.S. VIRGIN ISLANDS FOR THE EASTERN CARIBBEAN**

**Sunday, October 14, 1990**

**8:00 a.m.**

**Conference Registration**

**9:00 a.m.**

**Introductions**

**Dr. Solomon S. Kabuka, Jr.**

State Director

Virgin Islands Small Business

Development Center

University of the Virgin Islands

**Remarks:**

**Honorable Eric E. Dawson**

Commissioner

Department of Economic Development and  
Agriculture

Government of the Virgin Islands

**9:15 - 10:15 a.m**

**"Supporting International Trade in the  
Caribbean"**

**A Panel Discussion**

**Mr. Lionel Baptiste**

Representative-In-Charge

U.S. Small Business Administration

St. Thomas, U.S. Virgin Islands

**Mr. Mark Hosang**

Director

Small Business Development Center

Florida Atlantic University

Boca Raton, Florida

**Agenda/Sunday, October 14, 1990 Continued**

**Ms. Phyllis Upshur Walters**  
President  
Beep Business Service  
St. Thomas, U.S. Virgin Islands

**MODERATOR:**

**Dr. Roderick Moorehead**  
Associate Director of Continuing Education  
University of the Virgin Islands

**10:30 - 11:30 a.m.**

**"Import and Export Support in the Eastern Caribbean"**  
**A Panel Discussion**

**Mr. Lou Peters**  
Executive Director  
St. Maarten Chamber of Commerce  
Phillipsburg, St. Maarten

**Captain Baboucar M. Sallah**  
Director  
Ports and Marine Services Department  
British Virgin Islands

**Mr. Audley Maduro**  
Assistant Vice President  
First Pennsylvania Bank  
British Virgin Islands

**Mr. Victor Rivera**  
Senior Consultant  
Small Business Export  
Development Center for  
Puerto Rico and the Virgin Islands

**Moderator:**

**Dr. Carlyle Corbin**  
Government of the Virgin Islands  
Special Assistant to the Governor  
Caribbean, United Nations and  
Washington Affairs

**11:30 - 12:00 Noon**

**Conference Recap**

**12:00 Noon**

**Expressions of Appreciation and Farewells**

**1:00 p.m.**

**Recommendation Committee Deliberations**