



## **VIRTUAL CARIBBEAN TRADE MISSION REPORT**

### **Dominican Republic & Jamaica**

**September 21-25, 2020**



#### **Participants:**

**Allen Bischer**, Gentner Bischer Farms (Grower, Michigan). Located in Minden City on the “thumb” of Michigan--5,200 acres, of which 1,800 acres are dedicated to beans: navy, black and small red.

**Ryan Van Pevenage**, Columbia Grain International (Dealer, Oregon)

**Rodrigo Yañez Mora**, Yañez International (Dealer, Washington)

**Ellen Levinson**, Director of Internal Programs; International Representative for the Americas & Emerging Markets, US Dry Bean Council.

**Alejandro Leloir**, Regional Representative for Central & South America & the Caribbean, US Dry Bean Council.

**Submitted by Ellen Levinson, USDBC, to:**

**Foreign Agricultural Service  
US Department of Agriculture  
Washington, DC**

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*Left, traditional Jamaican red peas and rice using LRKBs and cooked in coconut milk with scallions, garlic, thyme, Scotch Bonnet peppers. Right, Dominican Moros de Habichuelas, typically using one of the domestic red speckled kidney beans, cranberry beans or pinto beans and cooked in stock with onion, garlic, peppers, spices and herbs.*

## 1. Overview

### 1.1 Schedule:

Zoom meetings hosted by Ellen Levinson were conducted:

September 21-23 mornings—with Dominican importers

September 24 & 25 mornings—with Jamaican importers.

Follow up communications: (1) Texts and conversations with the two Dominican importers who were not able to obtain permission to import beans. (2) Emails with Rasheeda Hall-Hanson, Agricultural Specialist, US Embassy Kingston ([Rasheeda.Hanson@usda.gov](mailto:Rasheeda.Hanson@usda.gov)) for information about the Jamaican suspension of the import duty on LRKBs.

### 1.2 Objectives

- Hold virtual meetings with dry bean importers that also produce, package, can, wholesale, and/or distribute dry beans to tell them about the US 2020 crop, reaffirm the importance of their markets to the US dry bean industry, and identify ways that USDBC and its members may be able to assist them in expanding their use of US dry beans.
- Learn about current market conditions in Jamaica and the Dominican Republic, identify dry bean consumption and trade trends, and facilitate trade between US suppliers and Dominican and Jamaican buyers.
- Discuss relevant trade policies and tariffs, including the Dominican government procedures for issuing import permits and domestic phytosanitary certificates for US dry beans and the Jamaican tariffs on non-CARICOM member dry beans.
- Describe US dry bean types and characteristics, identify questions or issues with US dry beans, and learn about pricing, new regulatory developments, and competition with importers from other origins.

### 1.3 Key Findings

Since the Caribbean Trade Mission scheduled for March 2020 had to be canceled, this “virtual trade mission” gave the USDBC delegates a chance to meet with some of the importers, learn about market conditions and share information about the US crop. Since US harvest was underway, Allen Bischer, the grower delegate, was able to show photos of the harvest and recently harvested beans and even attended one meeting from his combine. It was a good way to touch base and show US interest in our markets. From an investigative and interpersonal relationship perspective, there were limitations compared to a regular mission.

- ❖ It was not possible to arrange meetings with the number of importers and retailers that delegates typically see during a trade mission. Because of the pandemic, some people were working off-site and did not have or were not as comfortable using Zoom or a similar type of platform.

- ❖ We could not visit growing areas, meet with retailers on-site, see the processing and warehouse facilities, check the products and prices in central markets or various types of grocery stores, or taste the local dishes made with beans.
- ❖ Buyers like to be able to meet the US industry in person and handle samples from the current crop.

### **Dominican Republic**

1. USDBC held meetings with six importers (2 canners and the others are wholesalers, distributors, and packagers) via Zoom – all of them are seeking to buy 2020 crop US dry beans. USDBC delegates reported that the 2020 crop will be larger and better quality than 2019, which had unprecedented damage and loss due to weather. Giving importers confidence about the 2020 crop was particularly important due to the difficulties with the 2019 crop.
2. US dry bean imports blocked in September. Two companies needed to import beans in September and were not able to do so since the new government, which took office on August 16, will not issue phytosanitary certificates necessary to nationalize imported beans. One company has containers at Dominican port and the other contracted with US companies but will not ship the cargoes because the dry beans cannot be nationalized. The new government would not accept a permission letter signed by the previous Minister of Agriculture and has not yet decided what process it will use to approve dry bean imports. In August, USDBC was provided a draft decree that was not DR-CAFTA compliant. It would have created a tariff schedule for dry beans and several other commodities and procedures for issuing permits for under-quota and over-quota imports.
  - The 2 companies that cannot import US beans asked if USDBC and the US Embassy could talk to the Minister of Agriculture about the requirements of DR-CAFTA and allowing US dry beans to enter the country. We told the importers that USDBC informed FAS Post/Santa Domingo and USTR about the draft decree and that at least one importer was unable to obtain permission from the Minister of Agriculture to import US dry beans. FAS Post said that US Ambassador Robin S. Bernstein will meet with the new ministers and when she meets with the new Minister of Agriculture, Limber Cruz, she will generally mention adhering to DR-CAFTA. The US Embassy has not yet informed USDBC whether that the meeting took place. USDBC will update FAS Post based on what we learned during our zoom meetings with importers.
  - Five importers had adequate inventory had not yet asked the new government for dry bean import permits. Some of them expect that they will need to contract for new beans in the first week or two of October and will let us know what happens.
3. Diversification. USDBC delegates discussed diversification of bean types to expand the market.
  - Importers are pleased that under DR-CAFTA, US dry beans are duty free and quota free and several are thinking of new ways of using beans, both new product formats and new bean types. In addition to pinto, black, cranberry, and Great Northern beans, there was interest in small red beans. The two canners need a wider variety of bean types

since they produce for export to foreign markets and for sales in the Dominican market.

- One company had explored the rojo seda red bean variety from Nicaragua. Each year, 1,800 MT can enter duty free, but there has been little interest. This year, Nicaragua has been limiting exports as demand increased due to the coronavirus pandemic. Allen Bischer showed importers small red beans he had recently harvested. One company added small reds to its list of 2020 crop bean imports and another wants to sample small reds from the 2020 crop.
- Black bean demand increased during the pandemic. Most domestic black beans make their way to Haiti and in the DR they considered an economical bean and are used in government food programs. Companies import unpolished black beans.
- Great Northern beans are imported from the US and sell at a premium to pinto beans, but they comprise a small percentage of sales. Navy beans also enter the market with very small market share.
- US pinto beans are popular and prices are typically lower than the heavily red-speckled kidney beans (Jose Beta and Buena Vista/Roja Larga) grown in the San Juan de la Maguana area. Darker pinto beans are discounted in the central market. Consumers prefer bright pintos and therefore importers seek new crop US beans soon after harvest and later in the year use slow-darkening pintos. In 2018 and 2019, importers reported that consumers were not pleased with the color and thickness of the broth for slow-darkening pintos, but now they report it is no longer an issue.
- Cranberry beans (grown domestically and imported) sell at a premium to pintos.

**4. The DR is second largest US dry bean market in the Americas and the third or fourth largest market globally.**

- In the DR dry bean production is limited because the cost of production is high and more valuable crops, such as fruits and vegetables, can be grown that have a better rate of return. Total dry bean production in 2019 was 42,071 MT. 2019 Ministry of Agriculture data]
- The main red bean harvest is January to March in San Juan de la Maguana and include Yacomelo (cranberry), José Beta and Buena Vista/Roja Larga beans, which are very popular but only available for a short time after harvest. According to importers, there are no longer any domestic red beans available in the market. Total 2019 production was 21,297.
- Much of the black bean crop (19,976 MT in 2019) is exported to Haiti.
- From September 2019 through July 2020 (the first 11 months of MY 2019/20), 41,787 MT of US dry beans were exported to the Dominican Republic--more than in each of the past 10 marketing years and slightly above the 2015/16 MY record. This was both because of the elimination of duties and quotas and increased demand for due to the pandemic.

5. Competitive situation. DR-CAFTA is the most important factor for US dry bean competitiveness and the Dominican Republic's proximity and family ties to the US have also helped. The Dominican Republic does not make import data publicly available. Based on exports from other countries to the DR, the US holds about 90% of the dry bean trade. Importers indicate that non-transparent and/or unpredictable procedures for issuing import licenses for US dry beans are major threats to growing and maintaining the market. Year-to-year fluctuations in US exports to the DR reflect changes in the way that the Dominican government administered quota and over-quota allocations and import licenses.
6. Imports from Argentina. Over the past two years Argentina has become a small supplier of dry beans, exporting 1,327 MT in 2018, 1,451 in 2019, and 883 MT from January through July 2020. Some members of the local trade believe black beans from Argentina are entering from Florida as US dry beans and avoiding regular duties, but more specific information would be needed to check if this is the case. Florida does not produce black beans but is an export point for beans from around the US, making it difficult to determine whether any of those beans were sourced from another country.
7. Quality issues. Two of the importers that they received 2019 crop beans this summer that did not match the sample quality. They worked out the issues with the suppliers.

#### Jamaica

1. The trade team held Zoom meetings with 2 dry bean importers in Jamaica. The USDBC international representative conferred with the Agricultural Specialist at the US Embassy, Kingston on the suspension of tariffs on red kidney beans.
2. Dry beans are not produced in the country. Jamaica produces LRKBs for local consumption and are consumed fresh within weeks of harvest. The country relies on imports to obtain dry beans. The most popular beans are LRKBs and small red beans and some black and large lima beans are also imported and there is a good market for canned beans.
3. Common External Tariff (40% import duty) on red kidney beans is suspended to April 30, 2020, providing a window of opportunity for US dry beans. The Caribbean Community (CARICOM) Common External Tariff (CET) of 40% on red kidney beans has been suspended from August 4, 2020 to April 30, 2021, because Belize (the main CARICOM exporter of LRKBs) is holding onto its supplies. Red kidney beans will still be subject to the Jamaican General Consumption Tax of 15%, which is also applied to other types of beans. *Both companies we met with have been interested in pricing US LRKBs--one company mentioned it during our meeting and the other had previously expressed interest.*
4. Competition from other origins. Belize is the top competitor in LRKBs and can also be competitive in small reds. With the suspension of the CET, Argentina and Canada are the potential competitors. Canadian brokers and companies have good relations in Jamaica and Canada is competitive for small red and black beans. Peru is the main competitor for large lima beans.
5. US small red bean quality. There was good feedback about the US small red bean quality.



#### 1.4 Recommendations

- ✓ Inform FAS Post, USDA and USTR that in September, the Dominican government did not give permission to two well-known companies that package and wholesale beans to import US dry beans that they already bought from or had under contract with US suppliers.
- ✓ In September, the Minister of Agriculture told Dominican importers that the new government had not yet developed a policy for dry bean imports. Ask FAS Post/US Embassy/USTR to discuss compliance with DR-CAFTA with the new government officials. Monitor the Dominican importers' experience as they try to obtain permission to import US dry beans over the next few weeks.
- ✓ Through a new EMP, encourage and support Dominican companies to diversify their dry bean portfolio, expand their product lines and use more types of US dry beans.
- ✓ Identify opportunities to encourage Jamaican importers who are buying from Canada or other non-CARICOM countries to procure US dry beans instead.
- ✓ Conduct regular trade missions and trade servicing and meet with more people in the retail and food service sectors in both countries.
- ✓ The regional representative should visit Belize to learn more about the production and marketing of dry beans by that country to CARICOM members.

## 2. Market Information



### 2.1 Dominican Republic Market Information



The Dominican Republic is the second largest nation in the Caribbean in terms of land area (48,320 sq km) and the third largest in terms of population (more than 10 million people). Two of the country's biggest challenges are the disparity between high and low income populations and its high level of public sector corruption.

The Dominican Republic is a middle-income country where 30% of the population lives below the poverty line and it struggles with disparity between high- and low-income populations and a high level of public sector corruption. The US is the destination for approximately half of its exports and the source of 40% of imports and remittances from the US are about 7% of GDP. The value of the Dominican Peso to USD has been steadily declining.

The country's economy was hard hit by the coronavirus epidemic particularly due to the loss of tourism, which is 8% of GDP and accounts for 700,000 jobs or 16 percent of the workforce. There were 600,000 fewer tourists in April 2020 than in April 2019. In May 2020, the World Bank projected zero growth for 2020.



## Imports

The Dominican Republic's import statistics are not publicly available, but based on Softrade data for exports from other countries to the DR, the US holds about 90% of the dry bean trade. Canada is the next largest exporter and has been a regular export for the past 6 years. Since calendar year 2018, Argentina has been a supplier. In calendar year 2019, Canada exported 2,218 MT to the DR and Argentina exported 1,451 MT. From January through July 2020, Mexico exported more beans than usual to the DR, 508 MT. Imports make up for the gap between production and consumption and, to some extent, replaced more expensive domestic dry beans particularly in price sensitive segments of the market.

## Consumption & Production

Dry beans are a regular part of the Dominican diet, with per capita consumption of 16 pounds per year. From 2017 through 2019 (preliminary data for 2019) the Dominican Ministry of Agriculture reports production of dry beans increased from 35,776 MT to 42,071 MT.

### Dominican Republic Dry Bean Production by Type, MT

Type	2017	2018	2019
Red*	20,018	20,091	21,297
Black	14,999	17,298	19,976
White	759	666	744
Total	35,776	38,055	42,071

**Source: Dominican Republic MinAg, final for 2017 and 2018, preliminary amts. for 2019.**

**\*Red beans include cranberry, Jose Beta and Roja Larga**

More than 60% of total dry bean production comes from the southwest part of the country, where San Juan de la Maguana is located. Red beans constitute most of San Juan de la Maguana's dry bean production, and include the following locally grown beans: Yacomelo (cranberry) and two beans that are commonly just called "red beans," José Beta and Buena Vista/Roja Larga beans. Those beans are harvested January to March and according to the importers, there are no longer any available for sale.

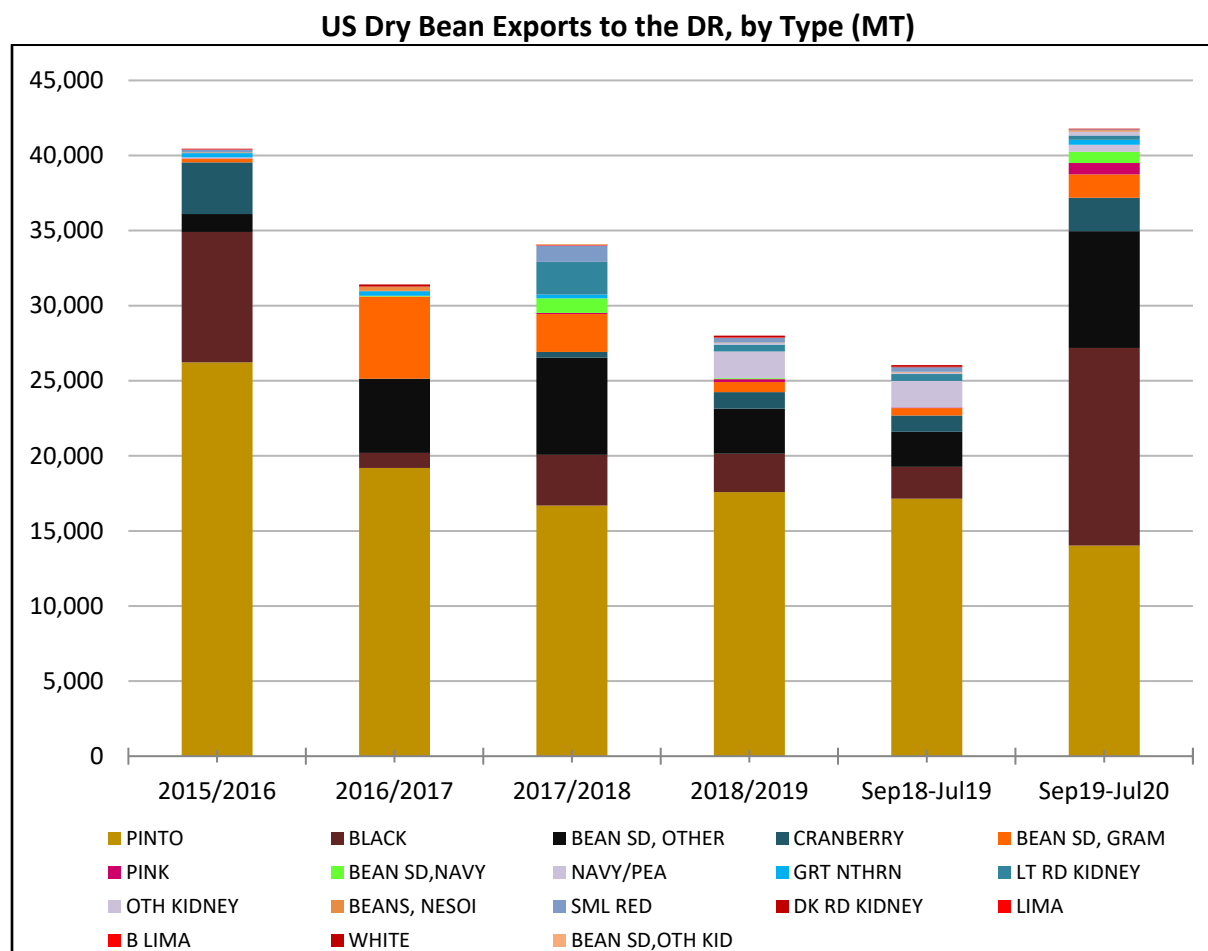


*DR domestic beans (L-R): Yacomelo, José Beta, and Buena Vista/Roja Larga*

## US Exports

US dry bean exports to the DR have increased due to DR-CAFTA, from less than 20,000 MT a decade ago to nearly 42,000 MT in the first 11 months of this marketing year (2019/20).

From September 2019 through July 2020, the US exported 41,787 MT of dry beans to the Dominican Republic, up 60% from the same period last year (26,048 MT). Top classes were pinto (14,021 MT), black (13,160 MT), pink bean (754 MT), and navy (468 MT). An additional 10,193 MT of beans were shipped under HS codes for bean seed but were likely miscoded dry edible beans.



**Source: USDA FAS GATS**

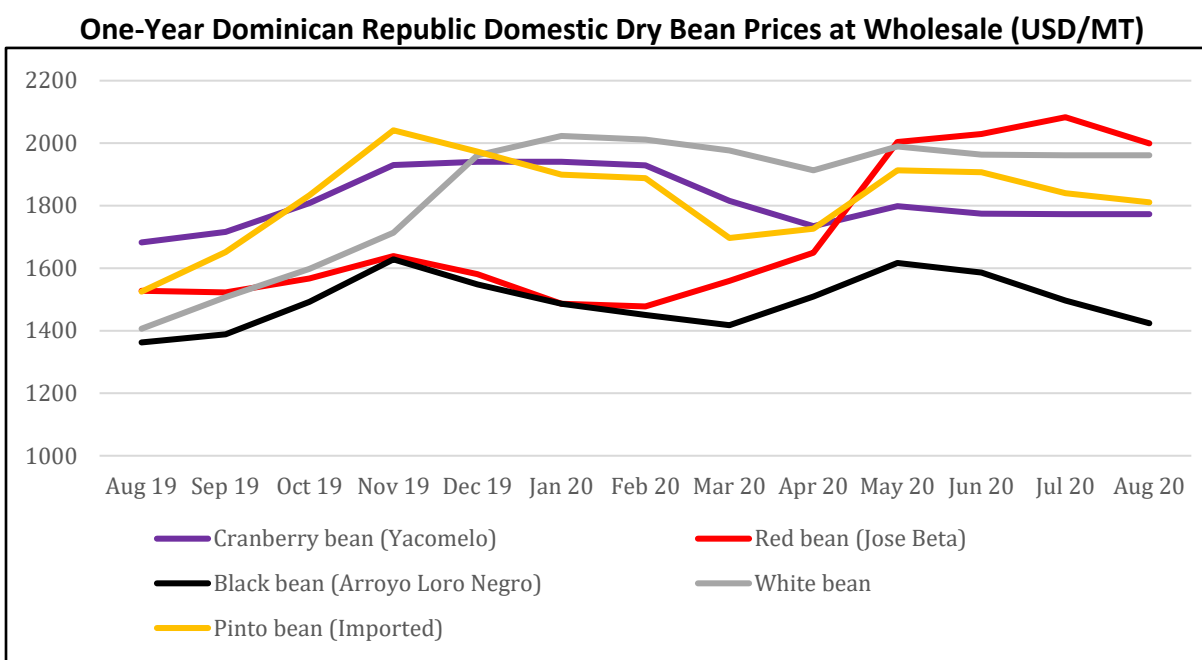
As of January 1, 2020, in accordance with DR-CAFTA, tariffs and quotas on US dry bean imports were eliminated. Beans are the first sensitive product in the US-DR FTA to reach this point and therefore USDBC has been particularly vigilant to monitor implementation. Under the previous government, the procedure for obtaining permission to import duty-free quota-free US dry beans was not published, but it was generally understood by dry bean importers that they should write a letter to the Minister of Agriculture informing him of the amount of beans they planned to import and the time frame. The Minister would have to approve each request and the permission letter was uploaded into the online application system. Fees were charged per

bag imported. An importer said that the fee this year was 10 pesos/bag of black beans and 15 pesos/bag of pinto beans.

A new president, Luis Abinader, and government officials took office on August 16, 2020. Importers reported that the Ministry of Agriculture has not yet developed a process for issuing import permits for dry beans and therefore the Ministry of Plant Health has not been given directions by MinAg about how to proceed with phytosanitary certificates for dry bean imports.

### Pricing

According to the importers, in local currency wholesale prices in the Santo Domingo central market were reportedly similar to 2019 prices -- 50 DOP/lb. (\$.86) for domestic Buena Vista, Jose Beta and Yacomelo. Imported pinto beans were more expensive than last year, 45 DOP/lb. (\$.77) compared to 40 DOP/lb (\$.69).



Source: MinAg, Aug 2020. Prices reported in DOP/cwt and converted to USD/MT

## US Dollar to Dominican Peso - One-Year Exchange Rate

9 Sep 2019 00:00 UTC - 8 Sep 2020 15:18 UTC USD/DOP close:58.44692 low:51.22607 high:59.00756



Source: xe.com



## 2.2 Jamaica Market Information



Jamaica is a nation of 2.8 million people. The US is its leading trading partner. Under the Caribbean Basin Trade Partner Act and other trade measures, over 80% of Jamaican exports enter the US market duty free. Yet, dry beans and some other US agricultural products are subject to high tariffs and additional duties. Despite that, it is an important market for US small red beans.

To limit the spread of coronavirus, on March 21, Jamaica closed its borders to foreigners and Jamaican nationals, implemented social distancing protocols and established an income support program for the unemployed and small businesses, focusing on the hard-hit tourism sector. By mid-August, 440,000 people had received assistance. On June 15, Jamaica started to open and allowed tourists who met certain requirements to stay at hotels and facilities in a

designated “resilience corridor.” Prime Minister Andrew Holness called for elections on September 3, six months earlier than planned, and his party (Jamaican Labor Party) won a strong majority, 49 of 63 seats in Parliament. The JLP ran on a pro-economic growth platform and emphasized its navigation through the pandemic, the construction of affordable housing and new roads. In September, the Bank of Jamaica forecasted a 7%-10% contraction this year, estimating that the economy shrank by 14%-17% from April to June.

### Consumption

Dry beans are locally called “peas.” They are consumed regularly in traditional Jamaican rice and pea dishes, often cooked with coconut milk, spices, onion and garlic.. Both red kidney beans and small red beans are used for “red peas and rice” and nearly all those beans are imported. Domestic LRKBs are consumed fresh within a few weeks of harvest.

LRKB sell at a premium to small red peas. Broad beans (large lima beans) are also regularly found, but consumption is much lower than red beans. Pigeon peas, locally called gunga peas, are commonly used for rice and peas around Christmastime and are popular in sweets and pastries.

Other types of beans are consumed as well and supermarkets carry a wide variety of pulses. Canned beans from Jamaica, Europe and the US can take up more space in a grocery store than bagged dry beans. US brands seen on the shelf included Bush’s, Goya, Iberia, Progresso and Heinz. Jamaican canned bean brands included Geddy’s (T. Geddes Grant Ltd.), Ramson’s (Chas. Ramson Ltd.), Miracle by Seprod, Eve (Facey Commodity Co. Ltd.), and Grace Ltd.



*Some of the Jamaican brands of canned beans.*

Importers sell in bulk (100, 50 or 25 pound bags) to retailers, wholesalers and small packagers. Supermarkets buy beans and package them inexpensively or sell them in bulk.

Canned beans and bulk beans have separate supply chains. They operate on tight margins and therefore each company wants to import its own supplies to cut out the middlemen. Importers typically sell to wholesalers and retailers, which package or sell in bulk. Besides large retail grocers, there are many small shops on the island that buy from wholesalers.

In 2019, USDBC was told that under a new regulation within 2 years all dry beans will have to be sold in packages rather than bulk. However, during this year’s virtual trade mission we were told that this regulation is not being implemented.



## Production

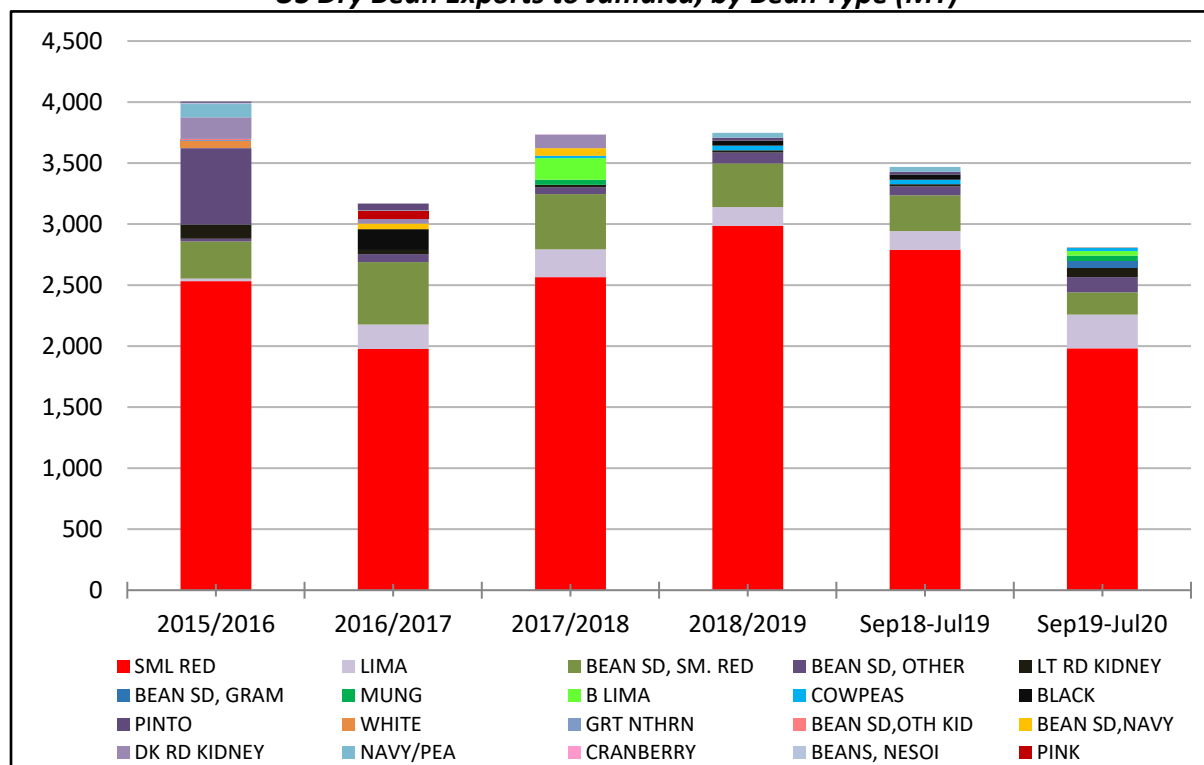
LRKBs are domestically produced in crop rotations on small farms, most of which are one-half to two acres (local industry estimates). Production is rain fed and October is the main rainy season for dry bean planting, with December to January harvest. When harvested, nearly all the production is consumed fresh and it is therefore considered a different product than dry kidney beans. Production is about 900-1000 MT/year.

## Jamaica Imports & US Exports

Jamaica imports mainly small red beans and LRKBs. The US has been competitive in small red beans. Usually, the US is not competitive in LRKBs since the CARICOM Common External Tariff (CET) levied on red kidney beans from non-member countries is 40 percent. Among CARICOM countries, Belize is the main supplier of LRKBs. The US now has a window of opportunity to export LRKBs to Jamaica because the CET was suspended from August 4, 2020 to April 30, 2021. Red kidney beans will still be subject to the Jamaican General Consumption Tax of 15%, which is also applied to other types of beans.

From September 2019 through July 2020, Belize's dry bean exports to all destinations amounted to 8,486 MT, of which 1,886 MT were shipped to Jamaica. From September 2019 through July 2020, the US exported 2,807 MT of dry beans to Jamaica, down 19% from 3,469 MT over the same period the year before. Most were small red beans (1,982 MT) followed by lima beans (276 MT). An additional 357 MT were exported under various HS codes for bean seed.

**US Dry Bean Exports to Jamaica, by Bean Type (MT)**



Source: USDA FAS GATS

US Dollar to Jamaican Dollar - One-Year Exchange Rate

9 Sep 2019 00:00 UTC - 8 Sep 2020 15:10 UTC USD/JMD close:149.20455 low:130.62432 high:150.25240



Source: xe.com

### 3. Meeting Notes



#### Dominican Republic

##### **Grupo Macapi/Granos Nacionales**

Arturo Logroño #117

Ens. La Fe, Santo Domingo, Dominican Republic

Manuel Antonio Castillo, Jr. [manuel@freshdirections.com](mailto:manuel@freshdirections.com)

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- Grupo Macapi has several companies and produce and sell avocados, garlic, onions and other products. They have cut back on their domestic bean procurement business. The company requires 8,000-10,000 MT/year, most of it imported. The rough breakout of annual requirements is: 80% pinto (US), 10% domestic red types and cranberry, 10% black beans (US) and 1-2% white beans (US).
- The company wholesales and distributes beans in sacks of 25- 100 pounds, delivering to customers across the country, not supermarkets. They also package under the Macapi label in 14 oz. and 2 lb. sizes. They are looking at private label in the future.
- All beans are stored in refrigerated warehouses, which keeps cooking times stable. Typical storage is 6-8 months.
- The company is looking into diversification of bean types and products

##### **Importadora del Sur S.A.**

Calle Emilio Prud'homme No. 30. Sector "San Carlos"

Santo Domingo, Dominican Republic

Manuel Sarraff, Import/Export Manager

[mesarraff@imsur.do](mailto:mesarraff@imsur.do) Tel.: +1 809-221-0663 Cel: +1 809-923-9900

- Manuel's family has been in business for 3 generations. The company imports, distributes and represents agricultural products. Dry beans have traditionally been an important part of their business and the company purchase domestically and import and sells in the DR and in Haiti.
- Manuel said their estimated sales of domestic and imported beans (cwt bags) are: 220,000 bags of pintos, 120,000 bags of blacks and 45,000 bags of cranberries, and 35,000 bags others. The company imports an estimated 5,000 MT/year of beans from the US. Manuel oversees international dry bean purchases.
- In September, the company was waiting for government permission to bring imported beans into the country.

**Procesadora de Granos Maguana/La Sanjuanera brand**

Carretera La Cuaba (approximately 1 km from km 22 Autopista Duarte)  
Santo Domingo, Dominican Republic

Ángela Familia, General Manager  
[angelafamilia@lasanjuanera.com.do](mailto:angelafamilia@lasanjuanera.com.do)  
[lasanjuanera1@hotmail.com](mailto:lasanjuanera1@hotmail.com)  
[almacenesfamilia@hotmail.com](mailto:almacenesfamilia@hotmail.com)

Patricia Rondon, Sales Manager  
Tel: +1 809-331-1010/ 31-4945

Tel: +1(809) 331-1010 Cel: +1(809) 864-8192

- Procesadora de Granos Maguana is a family business that sells powdered milk, rice, corn and a wide variety of pulses (red beans, white beans, black beans, cranberry beans, pigeon peas, lentils and dry peas) under the brand name La Sanjuanera. They package only premium beans; off-color beans are sold in bulk. They sell hundred weight bags to wholesalers and corner stores. About 5,800 MT of dry beans are imported annually, mostly pintos, blacks and cranberries.
- Bean supplies are currently tight since the domestic red bean crop has been sold. She noted that consumers look for brighter/lighter pinto beans and she uses both conventional and slow-darkening.
- The company imported Argentine cranberry beans in August since there were no beans available domestically. In September, she was waiting to see whether she can get permission from the Dominican government to import US beans.

**Agroindustrial Constanza/Grupo Perfesa**

Prolongación Av. 27 de Febrero No. 1515  
Alameda, Santo Domingo, Sto. Oeste, RD  
Dominican Republic

José R. Peralta Abreu, Product Manager  
[jrpa@grupoperfesa.com](mailto:jrpa@grupoperfesa.com) Tel: +1 (809) 372-2955 Cel: +1 (809) 604-5409

- A large family business founded 30+ years ago, Perfesa owns several companies, including Agroindustrial Constanza, which imports and sells agricultural products. Dry beans are packaged under the Constanza brand for sale into a variety of markets, including smaller stores that predominate throughout the country. Company representatives regularly visit the US in August and buy most of the company's beans in September. Darina participated in the USDBC August 2018 reverse trade mission.
- In 2019, the company imported about 8,000 MT of dry beans. Thus far in 2020, the company purchased about 3,000 MT and is in the market. The company is in the market for more pinto beans and purchases blacks and cranberries, although this year he does not expect to purchase many cranberry beans. .
- Nearly all the beans they import are pintos, which sell at lower prices than red bean varieties grown in the Dominican Republic. They have large, refrigerated warehouse space and store beans up to 6 months.

**Goya Santo Domingo**

Apt. 1387, Sto. Dgo.

Km. 17, Autopista 6 de Noviembre

San Cristobal, San Cristóbal, Dominican Republic

Alejandro Franco, Purchasing Manager

[alejandro.franco@goya.com](mailto:alejandro.franco@goya.com)

Tel: +1 809-541-4900

- Goya sells both dry packaged beans, imported from the US, and canned beans produced at their San Cristobal plant. They use US dry beans for their canning operations for the domestic market and also export canned beans, including to the US.. The company cans small red, LRK, pink, black, small white, cranberry, black, pinto and white kidney beans, and garbanzo beans. Alejandro Franco has been with Goya for 12 years, 9 of them in New Jersey and the past three in Santo Domingo.
- The company's line of beans in sauce (frijoles guisados) is produced in the Dominican Republic. Canning quality US beans are used for those products. This year, there was 40% growth in the US market and 100% growth in the DR for their canned beans. Packaged bean purchases also increased in the DR, by about 40%.
- From November through January Goya processes guandules (pigeon peas) and not dry beans. There is no room for storing beans during those months. Therefore, Goya cans beans from March through August, although in 2020, due to the increased volume, the time period was extended.
- Current dry bean annual imports is about 2,000 MT of dry beans and garbanzos: 20 FCL black, 10 FCL LRKB, 5 FCL pink, 5 FCL pinto, 4 FCL white kidney, 2 FCL cranberry, 4 FCL other dry beans, and the rest garbanzos.

**Productos del Trópico, S.A.S.**

Carr. Sánchez Km. 28

San Cristóbal, Dominican Republic

Montgomery Reyes, General Manager

[mreyes@corripio.com.do](mailto:mreyes@corripio.com.do)

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Elba Nery Medina Modesto

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Cel:+1(829)344-4115



*L-R, Montgomery, Elba & Manuel*



- Productos del Tropico cans a variety of products including beans. About 80% of its canned beans are exported and 20% enter the Dominican market. They sell to major Puerto Rican supermarket chains and in Miami to brands.. It is owned by Corripio Industrial. Montgomery participated in the 2019 trade mission to the US.
- The company requires 65 containers of beans/year (including garbanzos) and purchases annually to lock in prices. Most purchases are from the US, but they also import from Canada and Argentina. The quotation process takes place late September and early October. Since March, the company's bean business has doubled in the DR and increased about 80% in the US.
- On October first, USDBC sent a trade lead to its members listing the products and specifications for products they still required for delivery December 2020-August 2021. The list included pink, pinto, small red, black, LRK, white, and garbanzo beans. Quotes and inquiries should be sent to Elba Medina. They prefer CIF Rio Haina.



Jamaica

**Kestrel Industries Limited**

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Newport West

Rohan Scott, Managing Director

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- Rohan participated in the USDBC reverse trade mission 4 years ago and said that it helped him become a better marketer of our beans because he knew the answers to questions. Rohan also attended the 2020 USDBC Mexican Bean Congress. He ordered 20 containers of US small red beans pre-harvest.
- Kestrel has an estimated 25% of the dry bean market in Jamaica. In 2020, he is importing 8-10 containers/month of small red beans and mostly buys US. He is importing large lima beans from Peru, which it seems are in a combined container load with pigeon peas. Rohan previously bought from California in 50 lb. sacks. He would be interested in a good source of high quality US large limas.
- There is a general preference for US small red beans in the country and as an importer, Rohan likes the reliability and quality, although he recalled that 3 years ago Belize delivered small reds that were larger than US beans. He liked the look of the small red beans that Allen had just harvested.

- Kestrel's main business is selling 50- or 100-pound sacks to wholesalers, supermarkets and corner shops on the island. A large part of its inventory is sold through small distributors that transport to shops around the island. He will soon start packaging at another warehouse he owns.

**Lillan Ltd.**

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- Lillan sells a variety of food products wholesale, mainly to small shops. Andrea imports one container of small red beans/month through a broker, both Canadian and US beans. She is in the market for a container of US LRKBs since the 40% import duty has been suspended. Usually, she buys LRKBs from Belize.
- The company stores and maintains a quality control program for beans and other products. They are sold from the warehouse in 9 kilo plastic bags or 100 lb. sacks.