



Ministry of Foreign Trade and International
Cooperation



Ministry of Tourism, Industry and Commerce

***The Expiration of the Agreement on
Textiles and Clothing: Meeting the
Competitiveness Challenge***

**Garment Sector Working Group
Meeting #1**

Cheddi Jagan Research Centre
Wednesday 20th April 2005

Summary and Objectives

On April 20th 2005, the first Garment Sector Working Group meeting was held. Twenty-two people attended the meeting representing a broad cross-section of garment sector stakeholders including large, medium sized and micro-enterprises engaged in garment manufacturing activities along with associated government and private sector officials (see **Appendix B**). The two main aims of the workshop were to:

1. Sensitise the clothing and textiles sector and associated stakeholders to the likely implications of the phasing out of the Agreement of Textiles and Clothing for their businesses
2. Identify the critical constraints inhibiting the growth and development of the industry for input into the development of action initiatives to overcome these key constraints.

The results of the workshop were encouraging. Most importantly:

1. The workshop participants engaged in interactive discussion and identified the critical constraints inhibiting the growth and development of the industry
2. The participants signaled the clear need for the Government to do much more of this type of strategic planning at the sector level and welcomed the approach being taken in the workshop
3. The participants also signaled a clear need to develop an overarching vision and strategy for the industry in Guyana i.e. the aim of the planned follow-up development activities

Critical Issues Identification

The facilitation team from MINTIC, MOFTIC and PSC distributed three index cards to each participant and instructed them to list the three most critical issues presently inhibiting the growth, development, and competitiveness of the sector. The facilitator then went around the room asking each participant to state the most pressing critical issue in his/her opinion. The issues were documented on wall charts grouped under relevant headings including:

- Human Resources/Workforce Development
- Physical Infrastructure
- Access to Finance
- Government
- Economy
- Industry Specific

Once all the critical issues were documented, 5 stickers were distributed to each participant. The facilitator instructed the participants to assign their stickers next to the issues deemed most significant (adding that more than one or all five could be assigned to

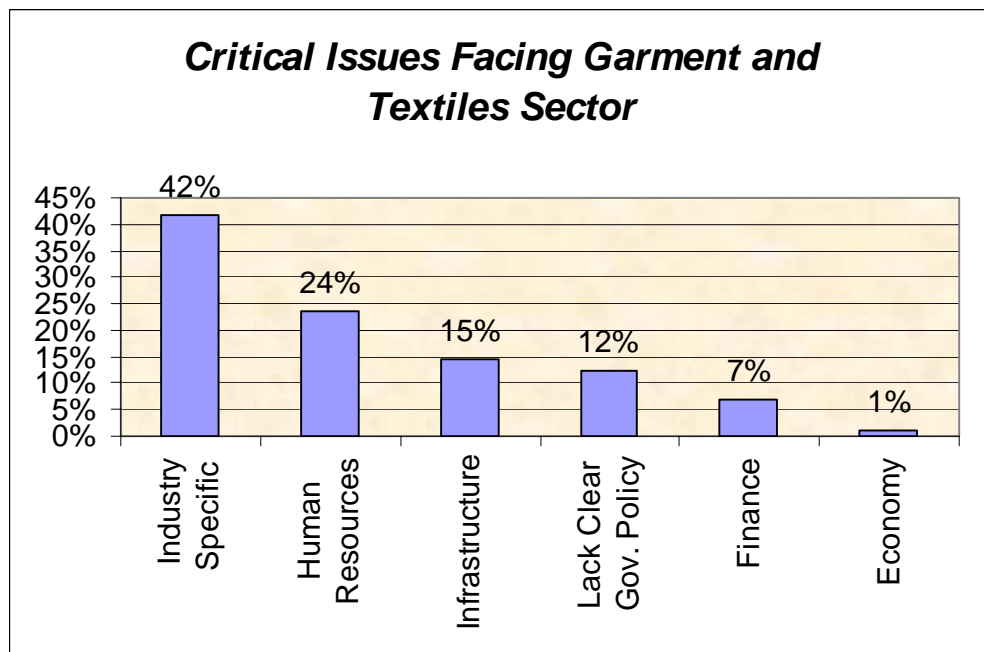
one particular issue if it was deemed the most overriding issue). The results of this process are presented below:

Critical Issues Identified in Workshop #1	
Human Resource/Workforce Development	
Critical Issue	# of Votes
Lack of skills at all levels: trained machine operators, machine mechanics, supervisors or technical production experts, pattern makers	9
Lack of training to international standards	0
Lack of training based on needs of industry	6
Lack of company specific training	6
Infrastructure	
Critical Issue	# of Votes
High overhead costs due to poor infrastructure - high cost and unreliability of electricity supply and high cost of transportation and long shipment times	13
Access to Finance	
Critical Issue	# of Votes
Access to affordable, competitive finance	4
Prohibitive loan repayments	2
Government	
Critical Issue	# of Votes
Lack of clear government policy regarding the industry	11
Economy	
Critical Issue	# of Votes
Small size of local market	1
Industry Specific	
Critical Issue	# of Votes
Lack of awareness about global developments facing sector, competition, and demand	8
Difficulty in accessing raw materials at a competitive cost	7
Lack of critical mass and economies of scale	0
Outmoded technology	1
Lack of shared vision for the industry	4
Lack of export diversification	7
Lack of focus on niche markets	4
Competing undervalued/dumped products	0

Analysis

As Figure 1.1 illustrates, voting was heavily concentrated in areas relating to human resource and the more industry-specific complaints. Industry specific constraints included a lack of awareness about the global developments facing the sector, competition, and demand, difficulty in accessing raw materials at a competitive cost, lack of focus on export diversification and niche markets, and the lack of a shared vision for the industry. These sorts of complaints would seem to point to the development of strategies that may involve components such as conducting market research on alternative export markets and into potential niche products and the development of a collaborative pooling mechanism to source raw materials in bulk. With regard to human resource development the need for developing a more targeted skills development program would seem crucial. The aim of the second workshop is to tease these potential strategies out in more detail.

Figure 1.1



Next Steps

Efforts will be made by the project team to contact and recruit other relevant stakeholders who were unable to attend the first meeting. Then in the next meeting, we will review the first working group session and then move forward with the development of a vision for the sector and the creation of strategies to overcome some of the key constraints identified in the first session.

Appendix A: Draft Agenda for Working Group #1

DRAFT PROGRAMME

WORKSHOP ON THE EXPIRATION OF THE AGREEMENT ON TEXTILES AND CLOTHING: MEETING THE COMPETITIVENESS CHALLENGE:

- | | |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8.30am | Registration |
| 9.00am | Welcoming Remarks:
<i>Hon. Minister Rohee (Minister of Foreign Trade and International Cooperation)</i>
<i>Hon. Minister Nadir (Minister of Tourism, Industry and Commerce)</i>
<i>Representative of Private Sector Commission</i> |
| 9.15am | Break |
| 9.30am | The Agreement on Textiles and Clothing: Implications for Guyana's Textile and Clothing Industry: <i>Gregory Downes, CRNM-MOFTIC</i> |
| 10.00am | Meeting the Competitiveness Challenge: Building Competitiveness in Guyana's Clothing and Textile Sector: <i>Nick Godfrey, Senior Commerce Officer, MINTIC</i> |
| 10.30am | Identify Critical Competitiveness Constraints: <i>Workshop participants (interactive group session)</i> |
| 12.00pm | Lunch |
| 1.00pm | Identify Vision: <i>Workshop participants</i> |
| 2.00pm | Next Steps: <i>MOFTIC, MINTIC</i> |

Appendix B: Garment Sector Working Group Meeting#1 Participant List

Number	Name	Surname	Title	Official Designation	Agency	Address	Tele. Numbers	Fax number
1	Nadira	Beete	Mrs.	Management Services Officer	Guyana Manufacturing Association	Sophia Exhibition Complex	223-5043	225-5615
2	Lilahytee	Bhagwandat	Ms.	Human Resource Officer	G&C Sanata Co. Inc.	Industrial Site, Ruimveldt	227-8198	227-8198
3	Nevillean	Dundas	Ms.	Industrial Development Analyst	Min. of Tourism, Industry and Commerce	229 South Road, G/Town	225-2280/226-2505	2254310
4	Malcolm	Embleton	Mr.		National Co-alition of Service Providers		226-4449	
5	Felicia	Forde	Ms.	Commerce Officer	Min. of Tourism, Industry and Commerce	229 South Road, G/Town	225-2280	225-4310
6	Avalon	Jagnandan	Mr.	Executive Director	Georgetown Chamber of Commerce	156 Waterloo Street	225-5846	226-3519
7	Elin	Johnson	Mrs.	Director	Customs and Trade Admin	34 Main and Hope Street	225-6930-7	225-4698
8	Shereza	Khan		Principal	Government Technical Institute	Woolford Avenue, Non-Pariel	226-2468	226-2460
9	Janet	Kissoon	Mrs.	Snr. Investment Officer	Go-Invest	Camp & Church Streets	227-0653/225-0655	
10	Jared	Kissoon	Mr.	Research Officer	Private Sector Commission	Waterloo Street, Georgetown	225-0977	
11	Myrna	Lee	Mrs.	Lecturer/Instructure	Carnegie School of Home Economic	Durban and High Streets	226-2441	
12	Dennis	Morgan	Mr.	Chairman/Managing Director	Denmor Garment (Manufacturing) Inc.	Plots 7,8,9 Coldingen Industrial Estate	270-4506	270-4500
13	Sonia	Noel	Ms.	Designer	Mariska's Designs	71 Winter Place Stabroek	231-7263	
14	Bal	Parsaud	Mr.	Executive Director	Private Sector Commission	157 Waterloo Street	225-0977	225-0978
15	Petal	Richards	Ms.	General Manager	Elite Designs	20 Merrimans Mall, Bourda	225-4444	
16	Jewanram	Sattoo	Mr.	Assistant Manager	S. W. Willsun & Co. Ltd.	30 Industrial Site, R/VLDT	227-1739	227-1739
17	Jermaine	Softley	Mr.	Senior Inspector	Guyana National Bureau of Standards	Flat 15, Exhibition Site, Sophia	225-6226	225-7455
18	Jowala	Somai	Mr.	Head-Management System Depart.	Guyana National Bureau of Standards	Flat 15, Exhibition Site, Sophia	225-6226	225-7455
19	Gordon	Spencer	Mr.	Snr. Industrial Development Analyst	Min. of Tourism, Industry and Commerce	229 South Road, G/Town	223-5152	
20	Kim	Stephen	Mrs.	Director of Foreign Trade (ag.)	Min. of Tourism, Industry and Commerce	229 South Road, G/Town	225-2280	225-4310
21	Changhong	Zou	Mr.	Managing Director	G&C Sanata Co. Inc.	Industrial Site, Ruimveldt	227-8196/623-7542	227-8198
22	Geoffrey	DaSilva	Mr.	Executive Director	Go-Invest	Camp & Church Streets	227-0653/225-0655	