



Machinery and Transport-Automotive Sector

A Top Export Prospect for Haiti

September 2013

Overview

	2010	2011	2012
Total Market Size	482.7	292.5	224.4
Total Local Production	0	0	0
Total Exports	0	0	0
Total Imports	482.7	292.5	224.4
Imports from the U.S.	209	190.3	134.8

Figures are in million USD. U.S. figures derived from the U.S. Census Bureau. Other figures are from the BRH (Banque de la République d’Haiti).

Haiti's poor physical infrastructure was hard hit by the hurricane season in 2008, and a massive earthquake in early 2010, which had both caused major damage nationwide to road, bridges, agricultural lands and watersheds. One of the goals of the government is to repair all buildings, roads, bridges, and watersheds infrastructure, as well as to build new roads opening remote areas to allow production, primarily agricultural, to flow into primary towns and cities. As a result of the rebuilding efforts, total automotive and machinery imports more than doubled to USD 482.7 million in 2010, from USD 196.6 million in 2009. In 2011, automotive and machinery imports from the U.S. declined by 9 percent (USD 190.3 million) from 2010, and decreased by 29 percent in 2012 (USD 134.8 million). The renovation of infrastructure and reconstruction efforts will likely continue to benefit the automotive sector, as demand will remain for heavy equipment and motor vehicles.

Sub-Sector Best Prospects

In response to the 2010 January earthquake, the Ministry of Public Works has managed several large infrastructure projects financed by the United Nations, the Inter-American Development Bank (IDB), and the European Union. To realize these projects, new road machinery and equipment were necessary. A market likely exists for U.S. manufacturers of heavy equipment for road construction and watershed protection such as bulldozers, excavators, and tractors.

Given all the road and commercial construction that are going on throughout the country, there is a market for machinery and automotive parts and service equipment.

American brands, such as used GMC late models, have penetrated the market. A market for new and used American trucks and buses for public transportation also exists.

Opportunities

With numerous public and private construction projects ongoing, there are many opportunities for international construction firms in Haiti. There is an increased demand for heavy road construction equipment and parts, such as tractors, loaders, bulldozers, and graders.

For private vehicles, Japanese brands, particularly Toyota, Mitsubishi, Nissan, and Daihatsu, dominate the market; the Korean brand Hyundai and Kia are entering the market at a rapid pace. A spare parts market for new and used American vehicles (including trucks and buses) exists. Demand for new private vehicles is high due to the many NGOs operating in the country. Used vehicles are often valued at higher prices in Haiti than the United States.

Web Resources

<http://www.automecaonline.com/>
<http://www.hinoto.com/>
<http://www.behrmann-motors.com/>
<http://www.gdghaiti.com/>
<http://www.haytrac.com/>

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