
American businessmen eager for access to the Cuban market

25/08/2014



There is increasing attention to Cuba as potential trading partner for the maritime industry, as some speculate if the United States government will eliminate blocking more than half a century against the Caribbean nation.

Richard Graves and Associates, marine consulting company, is organizing a tour of the industry, licensed by the United States, from 18 to 22 February 2015, directly after the International Craft Fair Miami, to help stakeholders save on your airfare.

The National Marine Builders Association (NMMA) also has a small delegation of selected members travel around the island, which is interested in learning more about the potential of their industry, confirmed the NMMA to Trade Only Today.

"I am totally convinced that the embargo will soon be eliminated. It makes no sense and does not solve anything. Moreover, most people do not even know how it started over 50 years ago," said Richard Graves, Graves and Associates principal to Trade Only Today. "In recent polls, most Americans believe that the embargo should be eliminated. It is also interesting to note that most Cubans under 40 in the USA also believes that the embargo should end."

Graves told Trade Only he fears that the United States stay out of potential growth and development if not eliminate the embargo sooner rather than later.

"Spain is building marinas, France is building hotels, the Chinese are investing, and Putin is offering to help in the construction of a terminal-and US shipments is left out," Graves said. "Raul Castro has made overtures to the United States even to resume the relationship."

Cuba is the largest island in the Caribbean and the island world number 16 in size. Seeing as we approach the end of the travel ban, Cuban state enterprises responsible for marine infrastructure have started an unprecedented

campaign to prepare the island nation for yacht tourism and American sailors. Although there are only 15 marinas with capacity 789, there are plans to add 23 more marine capabilities with over 5000 berths, Graves said.

Expansion of Marina Gaviota Varadero, 90 miles from the Florida Keys, is intended to help increase the facilities for large yachts.

To accompany the marina hotel will be a five-star villas. The plans show a complex similar to Atlantis Marine Nassau or St. Tropez France, only larger.

After major renovations and a huge expansion, Marina Gaviota Varadero will become the largest and most modern of Cuba. When completed, it will allow the berthing of vessels 1200. It is the official opening planned for 2015, but there are using marine vessels.

Last year, Cuban President Raul Castro announced an end to travel restrictions, making it easier for millions of Cubans from leaving the country.

Parties interested in participating in the tour with Graves, must submit their documentation and be approved for this October 1.

"NMMA facilitated a research trip to Cuba [approved by the USA] on behalf of its members, in order to understand the market and make significant contacts and relationships that can benefit recreational boaters," he told Trade Only, Ellen Hopkins, spokeswoman for NMMA.

The NMMA has no official position on the current trade embargo continues to meet with Cuba and the United States trade restrictions imposed, said Hopkins.
