

## What Haiti Needs More Than Charity: Trade

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MICHELE NORRIS, host:

From NPR News, this is ALL THINGS CONSIDERED. Im Michele Norris.

There's been tremendous attention paid to the millions of dollars Americans have given to Haiti after the recent earthquake. But many in Haiti are saying the U.S. has something far more valuable, something that can help the country make money over the long run: not charity, but customers.

Many Haitian businesspeople are saying to the U.S. government: Clothes are our biggest export, so let us make money by selling more clothes to Americans.

Adam Davidson and Chana Joffe-Walt from NPRs Planet Money have the story.

ADAM DAVIDSON: Six Haitian businesspeople, five men, one woman, flew to Las Vegas recently to - I dont think you can put this too grandly - to change the destiny of Haitis economy.

CHANA JOFFE-WALT: They were there above all else to see one guy, and he showed up at their modest booth within the very first few hours.

Mr. RON KIRK (U.S. Trade Representative): So, how many people do we have here from Haiti?

Unidentified Man #1: We are six different manufacturers.

DAVIDSON: Ladies and gentlemen: Ron Kirk, U.S. Trade Representative. The only reason Haiti even has a textile industry right now is because of this guy, or at least because of his office.

JOFFE-WALT: Haiti gets to export clothes to the U.S. duty free, a big advantage over, say, China. But Haiti right now wants more. The current deal, there's a quota. Haiti wants the quota lifted. They want to be able to sell as many clothes to the U.S. as possible. To them, its simple: lift the quota and we get out of poverty.

DAVIDSON: Things seem to be going really well for Haiti at the apparel show. Along with visiting the booth, Ron Kirk makes a big announcement, asking every clothing store and brand in the U.S. to buy more from Haiti.

JOFFE-WALT: But then, Ron Kirk moves on. Its a big world and there are a lot of poor developing countries that want a piece of Ron Kirk. He stops in on the Africa pavilion.