

services, tourism development, and oil refinery rehabilitation. As well, a major infusion of US\$400 million is expected from the IBRD to assist the government of Trinidad and Tobago with investments and balance of payments support.

Distribution and Sales Channels

When marketing products in Trinidad and Tobago, Canadian exporters are advised to use the services of a local agent, distributor or trading house.

Establishing a local agent can be favourable to a foreign supplier because he or she facilitates rapid contact with the buyer. State agencies also prefer to deal with local firms that represent foreign exporters. Canadian firms wishing to enter into agency agreements with local firms are reminded that they should seek advice from the Canadian trade commissioner service about prospective local agents and distributors.

Newspapers, Radio and Television

The daily newspapers include the *Trinidad Guardian* and *Trinidad Express*, while the weekend newspapers are the *Sunday Guardian* and *Sunday Express*. There are two AM/FM radio stations and a lone two-channel TV station.

Price Quotations

Whenever possible prices should be quoted on a c.i.f. (cost, insurance and freight) basis in Canadian dollars. Otherwise, quote f.o.b. (free on board) port of shipment. Quotations in U.S. dollars are acceptable.

Correspondence and Trade Literature

All product and company literature, brochures and correspondence should be in English.

Methods of Payment

Terms of payment should be by confirmed letter of credit, sight draft against payment on arrival of shipment or 90-120 day credit terms.

Due to foreign exchange restrictions, Canadian exporters should exercise caution before filling orders. The Commercial Division of the Canadian High Commission can assist exporters in determining a buyer's ability to honour their commitments.