

QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM
AT MISSIONS ABROAD FOR FISCAL YEAR 87
FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 658-BRIDGETOWN

015-CONSTRUCTION INDUSTRY
BARBADOS

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

BUILDING PRODUCTS

ADDITIONAL EFFORTS WITH CANADIAN TRADING HOUSES SPECIALIZING IN
CONSTRUCTION MATERIALS AND BUILDERS HARDWARE.

PROMOTE CANADIAN INTEREST RE: PROPOSED PORT DEVELOPMENT PROJECT IN
ST. LUCIA

ACTIVE FOLLOW UP ON LOCAL INTEREST FOR JOINT VENTURES IN BUILDING
MATERIALS SUBSECTOR.

ADDITIONAL SALES AND BUYING CONNECTIONS IN
TERRITORY.

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF
BUILDING MATERIALS.

NEW INVESTMENT IN TERRITORY, TECHNOLOGY
TRANSFER.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 ACTIVE FOLLOW-UP TO TRADE SHOW.
CONCLUDE AGREEMENT FOR LPG PLANT (EDC FINANCED)
NATURAL GAS PIPELINE PROJECT
PORT PROJECT, ST. LUCIA.

NUMBER OF NEW AGENCIES & EXPORT SALES. AGREEMENT
SIGNED & UNDER CONSTRUCTION. EXPECTED MID-JULY.
WITH 2 GENERAL ELECTIONS IN 1 MTH. NOT SUPRISING
NO DEVELOPMENT.

QUARTER: 2 NATURAL GAS PIPELINE (CIDA FINANCED). TRACKING
NEW HOTEL CONSTRUCTION PROJECTS IN ST. KITTS,
GRENADA & ST. LUCIA.
PORT PROJECT, ST. LUCIA.

CONTRACT AWARDED & SIGNED WITH CDN GROUP, START
UP EXPECTED NOV. 87. -MONITORING EXPANSION/RENO-
VATIONS THROUGHOUT TERRITORY AND ADVISING POTEN-
TIAL CDN SUPPLIERS. -LIMITED ACTIVITY AS PROJECT
PLACED ON HOLD BY ST. LUCIA.

QUARTER: 3 ADDITIONAL EFFORTS WITH CDN TRADING HOUSES
SPECIALIZING IN CONSTRUCTION MATERIALS & BUILDERS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOP-
MENT BANK & EXECUTING AGENCIES ON INFRASTRUCTURE
PROJECTS.

VISITS BY 2 TRADING HOUSES, REPORTING ADDITIONAL
SALES. AWARE OF CDB FINANCED CONSTRUCTION PRO-
JECT IN CAYMAN ISLANDS & EGM CAPE OF DON MILLS.

QUARTER: 4 ONGOING EFFORT WITH CDN. TRADING HOUSES. SPECIA-
LIZING IN CONSTRUCTION MATERIALS & BUILDERS
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOP-
MENT BANK & EXECUTING AGENCIES ON INFRASTRUC-
TURE PROJECTS.

FURTHER SALES REPORTED BY TRADING HOUSES, FOLLOW-
UP TO SOLO SHOW AND NEW CONTACTS ESTABLISHED.
SEVERAL CDN FIRMS ATTEMPTING TO PREQUALIFY PORT
DESIGN STUDY - ST. LUCIA