REPORT 4B 87/10/28 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

TRACKING:

ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

POST : 658-BR IDGETOWN

BARBADOS

QUARTER: 1

OO8-TRANSPORT SYS, EQUIP, COMP, SERV.
BECOMING PRIORITY SECTOR GIVEN DECISION BY
REGIONAL AIRLINE, LIAT TO ACQUIRE NEW AIRCRAFT.

O15-CONSTRUCTION INDUSTRY

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

OO5-COMM. & INFORM. EQP. & SERV ARRANGE FOR MGR. CABLE & WIRELESS TO VISIT CANADA. PROMOTE INTEREST BY CDN FIRMS IN DATA ENTRY SECTOR IN BARBADOS.

014-EDUCATION, MEDICAL, HEALTH PROD
2 CDN GROUPS PURSUING CONSULTING COMPONENT OF
DECS TECH/VOCATIONAL PROJECT AND ATTEMPTING TO
PREGUALIFY. CONTINUE TO FOLLOW UP EDUC II
(WORLD BANK). WORKING WITH NUMBER OF PHARMACEUTICAL HOUSES.

001-AGRI & FOOD PRODUCTS & SERVICE
WORKING WITH CDN REGIONAL REP TO INTRODUCE CDN
WINES TO TERRITORY. 3 CDN FIRMS ATTEMPTING TO
PREGUALIFY CDB FUNDED CROP DIVERSIFICATION
PROJECTS.

VERY ACTIVE & INTIMATE NEGOTIA'NS WITH LIAT TO PROMOTE SALE 5 NEW DEHAVILLAND DASH-8'S. TOTAL VALUE CDN \$50 MN. CONTINUE TO PURSUE AT HEADS OF GOVT. LEVEL. POTEN'L FOR SALE TO AIRLINE IN ST. MAARTEN-WILL MAKE FORMAL PRESENT'N ON CDN CAPAB.

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

WITH MERGER OF C & W AND BARBADOS TELEPHONE CO., WILL ARRANGE FOR NEW MGR. BARBADOS TELEPHONE CO. TO VISIT CANADA. NO FURTHER ACTION.

ONE CDN GROUP PREQUALIFIED & SHORT LISTED FROM TOTAL OF 5 FIRMS. ASSIST & ADVISE FIRMS WITH PREQUALIF'N STAGE. LTD. ACTIVITY. ONE AGENCY ESTABL., 1 PENDING. CONTINUE TO FACILITATE PHARMAPAK & CARLISLE LABS MFG. UNDER LCNCE VENT.

ARRANGEMENT PENDING WITH LOCAL DISTRIBUTOR.
ONE CON FIRM AND LOCAL PARTNER AWARDED CONTRACT.