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-BRIDGETOWN   BARBADOS

QUARTER: 1

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

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.

015-CONSTRUCTION INDUSTRY
ACTIVE FOLLOW-UP TO TRADE SHOW.   CONCLUDE AGREE-
MENT 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 MONTH NOT SURPRIS--
ING NO DEVELOPMENT.

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

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

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

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.

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

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