

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.

ADDITIONAL SALES AND BUYING CONNECTIONS IN TERRITORY.

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

CANADIAN CONSULTING SERVICES POSSIBLE SALE OF BUILDING MATERIALS.

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

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/RENOVATIONS THROUGHOUT TERRITORY AND ADVISING POTENTIAL 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  
BANK & EXECUTING AGENCIES ON INFRASTRUCTURE  
PROJECTS.

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

QUARTER: 4 ONGOING EFFORT WITH CDN. TRADING HOUSES. SPECIALIZING IN CONSTRUCTION MATERIALS & BUILDERS  
HARDWARE. ONGOING LIAISON WITH CARIBBEAN DEVELOPMENT BANK & EXECUTING AGENCIES ON INFRASTRUCTURE 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