Export and Investment Promotion Planning System

MISSION: 658 BRIDGETOWN   COUNTRY: 525 BARBADOS

Projects or portion of projects which are still in the planning
stage and for which Canadian companies might have reasonable prospects.

   iii) Project Name: NATURAL GAS PIPELINE PROJECT BARBADOS
        Approximate Value: $ 6   M
        Financing Source: 011   CIDA
        For further info. please contact:
             K. G. WHITING, COMMERCIAL COUNSELLOR TLX: 2247 CDA WB

The Trade Office reports that the following factors influence Canadian
export performance in this market for this sector (sub-sector).
        - the degree of import duty protection of local industry tends to be
          low
        - approval of technical standards can present problems in the case of
          some imported products

In the Trade Office's opinion, Canadian export performance in this sector
(sub-sector) in this market is lower than optimum mainly because of:
        - non competitive pricing
        - other factor(s) described by the Trade Office as follows:
             TIMBER FRAME CONSTRUCTION UNACCEPTABLE IN THIS MARKETPLACE, FEWER
             IFI FINANCED PROJECTS IN BARBADOS.

Some Canadian exporters to this market in this sector(sub-sector)
have enjoyed success previously as a result of a variety of
factors which the trade office reports to include:
        - aggressive marketing on the part of Canadian Exporters
        - support provided by the PEMD program
        - use of Canadian Government export promotion activities
        - the presence of CIDA programs which have opened the market to
          Canadian companies
        - competitive export pricing for this market
        - strong sectoral capability in Canada

The Trade Office has recommended that a comprehensive market study
of this sector (sub-sector) would enhance the knowledge of
Canadian exporters to this market.

In support of Canadian exports in this sector (sub-sector) the
Trade Office is currently engaged in activities which include:

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

        Results Expected: ADDITIONAL SALES AND BUYING CONNECTIONS IN
                          TERRITORY.