



"TRINIDAD IN EUROPE 2012"

**Trinidad & Tobago Chamber of Industry and Commerce
Overseas Trade Mission
Supported by TradeCom**

February / March 2012

TRINIDAD AND TOBAGO PARTICIPATING COMPANY PROFILES

(Version 0.3E)

16.01.12





LIST OF PARTICIPATING COMPANIES

1. Angostura Ltd
2. Ansa McAl (CARIB Brewery) Ltd
3. Associated Brands Ltd
4. Electrical Industries Ltd
5. Illuminat Ltd
6. Infotech Caribbean Ltd
7. Intelligent Business Advantage Ltd
8. PC Consultants
9. Trinidad Cement Ltd
10. Trinidad Systems Ltd



1. ANGOSTURA - Manufacturers and Exporters of Rum and Bitters

They are interested in increasing their export sales to Europe. Currently, 20% of bitters and 30% of cased rum of total export sales goes to Europe. They are keen to locate new distributors, but are a little sensitive about offending their present distributors, with whom they are not 100% satisfied, and hence are looking for others. They are looking for partners/connections at all levels, i.e. importers, wholesalers and retailers. They are looking for a larger wholesaler in Hamburg - they are not doing as well as they would like in Germany particularly - they presently have a regional distributor based in Scotland who then sells on to other EU countries. They are interested in any market research and market intelligence that can be provided in order for them to understand and obtain routes to market and to deepen their knowledge.

Für weitere Informationen besuchen Sie auch gerne die Homepage des Unternehmens:

<http://www.angostura.com/Home/tabid/36/Default.aspx>

Das vollständige Unternehmensprofil liegt leider noch nicht vor, kann aber auf Anfrage nachgereicht werden.



2. ANSA MCAL LTD (CARIB Brewery Ltd)

SECTION 1	
1. Company Name	CARIB Brewery Ltd
2. Country (main office)	Trinidad and Tobago
3. Postal Address	Eastern Main Road, Champs Fleurs
4. Physical Address (if different from 3)	
5. City	
6. Tel (incl. country code)	(868) 625 3670
7. Fax	(868) 622 8451
8. Email	ptrckantoine@yahoo.com
9. Website	www.ansamcal.com
10. Year Established	1947
11. Date of Registration	
12. Company Registration No.	
13. Number of Employees	TOTAL : 700 FIXED: TEMP: % Female:
14. Business Activity	Primary: Manufacture and Distribution of Alcohol and Non-alcoholic beverages
15. Focus Activity for this Trade Mission	Export Sales to Europe, To identify opportunities of investment or trade partnership; to identify potential joint venture partnerships/ strategic alliances.
SECTION 2	
16. Name of Participant	Surname: Antoine First name: Patrick
17. Position in Company	Group Strategic Trade Policy Advisor
18. Tel.	Fixed: (868) 625-3670
	Mobile: (868) 389-1229
19. Direct Email	ptrckantoine@yahoo.com (pls copy gisele.mark@ansamcal.com on all emails)
20. Skype address	
21. Fax	(868) 622 8451
22. Individual Profile	
<p>Dr. Patrick Antoine is Group Strategic Trade Policy Advisor for the ANSA McAL Group and Director on the Boards of the Carib Brewery (St. Kitts and Nevis Ltd) and the Grenada Brewery Limited.</p> <p>Dr. Antoine is an Economist by profession, and a graduate from the University of the West Indies (B.Sc Economics) and the University of Florida (M.Sc and Ph.D. Economics). Before joining the ANSA McAL Group of Companies, he was Head of the Caribbean Trade and Investment Programme of the Inter-American Institute for Cooperation in Agriculture (IICA), and Lead Advisor and Lead Negotiator for Agriculture in the Caribbean Regional Negotiating Machinery.</p> <p>Dr. Antoine also uses his expertise to support the OECS sub-grouping in their negotiations on bilateral and multilateral issues, the most recent being the CARIFORUM EU/EPA negotiations. As a national of Grenada, he has served as Grenada's Trade and Economic Commissioner to Trinidad and Tobago, as well as Grenada's Ambassador Extraordinaire and Plenipotentiary and Permanent Representative to the WTO, with responsibility for all external trade negotiations.</p>	



SECTION 3	
22. Nature of Company	Manufacturer/Producer <input checked="" type="checkbox"/> Exporter <input checked="" type="checkbox"/> Trading House <input type="checkbox"/> Other (please specify)
23. Membership of Associations	Manufacturing <input type="checkbox"/> Exporters <input type="checkbox"/> Caribbean Breweries Association
24. Ownership	% Local: 100
25. Parent Company	CARIBBEAN DEVELOPMENT COMPANY LIMITED
26. Subsidiary (ies)	
27. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/>
28. Legal Status	Sole Owner <input type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)
SECTION 4	
29. Turnover	Please give details of your turnover (converted approximately to €)
	2011 € _____ % domestic _____ % international _____
	2010 € _____ % domestic _____ % international _____
	2009 € _____ % domestic _____ % international _____
	2008 € _____ % domestic _____ % international _____
30. Production Capacity	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement _____ 2011 ____ 2010 ____ 2009 ____ 2008 ____
	Please indicate the % production capacity of your manufacturing facility utilized in each year 2011 ____ 2010 ____ 2009 ____ 2008 ____
	Please indicate the % of TOTAL production exported in each year 2011 ____ 2010 ____ 2009 ____ 2008 ____
31. Export Destinations	Please give % of export activity to date: Regional (CARICOM, DR): 2011: 86% 2010: 83% 2009: 80% 2008: 80% USA : 2011: 6% 2010: 6% 2009: 7% 2008: 9% Canada: 2011: 2% 2010: 1% 2009: 1% 2008: 2% Latin America: 2011 0% 2010 0% 2009 0% 2008 0% Europe: 2011: 6% 2010: 9% 2009: 11% 2008: 9%



		Other: (<i>Japan and HK</i>) 2011: .16% 2010: .16% 2009: .5% 2008: .3%			
		EU Countries presently exported to: France, UK, Greece, Sweden			
32.Export Compliance		Are you a registered exporter in your country YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Do your products bear Universal Product Code (UPC) YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Is your company registered with the National Standards Bureau YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>			
33.Product Information					
Brand name	Product name	Product sizes	Quantity (box)	Quantity in 20' or 40' container	UPC
Carib	Carib Lager 4 x 6pk	330ml	24	40' – 1764cs 20' – 840cs	
Carib	Carib 24pk	275ml/330ml	24	40' – 1764cs 20' – 840cs	
Mackeson		275ml	24	40' – 1764cs 20' – 840cs	
Shandy Carib		275ml /330ml	24	40' – 1764cs 20' – 840cs	
Royal Extra		275ml	24	40' – 1764cs 20' – 840cs	
Smalta		237ml / 250ml	24	40' – 1764cs 20' – 840cs	
Malta Carib		275ml	24	40' – 1764cs 20' – 840cs	
34.Product Distribution		Are your products currently distributed in EU Countries? YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		If YES, please list country, name of agent and contact details			
Carib Lager		Country	Agent Name	Contact (email & tel.)	
		France	Kitrad Caraibes	Mr Jean Cedric Brot brot@wanadoo.fr	
		Sweden	Loopen Marin AB	Pierre Hankansson loopenmarin@hotmail.com	
		Greece	Athenian Brewery	Mr. George Makrygiannakis g_makrygiannakis@heineken.com	



	UK	Wanis	T Sanjay Wadhvani sanjay@wanis.com
35.Obstacles	Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>		
SECTION 4			
36.Mission Objectives	<ul style="list-style-type: none"> ▪ To gain market familiarity from logistical, pricing, competitive and distribution channel standpoint. ▪ Explore business opportunities through pre-arranged meetings with potential partners. ▪ Develop collaborative business arrangements. ▪ Meet with distributors. ▪ Understand regulatory (legal and trade) framework. 		
37.International development strategy	<i>Please give details of your present, or planned, international development strategy. Also include, for example, what is your current level of EU activity, where does the EU market fit into your strategy, what are your priorities, what opportunities do you perceive there to be? Etc... etc....</i>		
38.European contacts	<i>Based on your knowledge of the markets or your own research please list two or three companies / contacts for each of the venues to be visited (Munich, Hamburg, Rotterdam, Birmingham, Manchester), with whom you would ideally like to meet. The organising team will endeavour to engage with these for B2B meetings.</i>		



3. ASSOCIATED BRANDS - Manufacturer of Confectionery and Cereals

They are looking for sourcing from Europe (equipment from Germany) and increasing Export Sales to Europe. They see UK as a target market. They would like to achieve a new market and export distributor. The ideal partners must be a brand oriented company, have strong trade relationships in the area of grocery and convenience stores [in the UK]. The confectionery, tobacco and news stands stores would be a plus.

Für weitere Informationen besuchen Sie auch gerne die Homepage des Unternehmens:

http://www.abil-tt.com/english_home.htm

Das vollständige Unternehmensprofil liegt leider noch nicht vor, kann aber auf Anfrage nachgereicht werden.



4. ELECTRICAL INDUSTRIES LTD

SECTION 1	
1. Company Name	Electrical Industries Limited
2. Country (main office)	TRINIDAD
3. Postal Address	61-67 TUMPUNA ROAD, ARIMA, TRINIDAD
4. Physical Address (if different from 3)	
5. City	
6. Tel (incl. country code)	(868) 645 4715
7. Fax	(868) 645 6161
8. Email	hayden@eiltt.com
9. Website	www.eiltt.com
10. Year Established	1969
11. Date of Registration	
12. Company Registration No.	
13. Number of Employees	TOTAL : 550 FIXED: 530 TEMP: 30 % Female: 35%
14. Business Activity	Primary: MANUFACTURE OF ELECTRICAL WIRES/PVC PIPES/FLOURESCENT LIGHTING FIXTURES/ ELECTRICAL SWITCHGEAR Secondary: DISTRIBUTION OF GENERAL ELECTRIC (GE)ELECTRICAL/INDUSTRIAL PRODUCTS
15. Focus Activity for this Trade Mission	Would like to achieve new markets for electrical wires and cables, more competitive suppliers for raw materials: copper, PVC resin.
SECTION 2	
16. Name of Participant	Surname: Kublalsingh First name: Hayden
17. Position in Company	Director
18. Tel.	Fixed: () Mobile: (868) 680-4716
19. Direct Email	hayden@eiltt.com ; hhk1198@gmail.com
20. Skype address	hayden.k2
21. Fax	()
22. Individual Profile	2006-2010 Electrical Industries Limited Executive Director <ul style="list-style-type: none"> ■ Strategic advisor to CEO and Board of Directors ■ Head of EIL acquisition team ■ Lead negotiator/Negotiation trainer ■ Strategic market restructuring – USA, Dominican Republic, Jamaica
SECTION 3	
23. Nature of Company	Manufacturer/Producer <input checked="" type="checkbox"/> Exporter <input checked="" type="checkbox"/> Trading House <input type="checkbox"/> Other (please specify)
24. Membership of Associations	Manufacturing <input checked="" type="checkbox"/> Exporters <input type="checkbox"/> Other <input type="checkbox"/> (please specify)



25. Ownership	% Local: 100%
26. Parent Company	ELECTRICAL INDUSTRIES HOLDINGS LIMITED
27. Subsidiary (ies)	
28. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/> DAVE RAMKISSOON-CHAIRMAN DR ROLPH BALGOBIN-DEPUTY CHAIRMAN HAYDEN KUBLALSINGH-DIRECTOR KRISHNA RAMLOGAN-COO JO ANNE JULIEN-ATTORNEY WILLIAM LUCIE-SMITH
29. Legal Status	Sole Owner <input type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input checked="" type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)
SECTION 4	
30. Turnover	Please give details of your turnover (converted approximately to €)
	2011 € 65M _____ % domestic 50% % international 50%
	2010 € 30M _____ % domestic 60% % international 40%
	2009 € 25M _____ % domestic 65% % international 35%
	2008 € _____ % domestic _____ % international _____
31. Production Capacity	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement _COPPER- Metric Tons 2011 4800 2010 4800 2009 4800 2008 _____
	Please indicate the % production capacity of your manufacturing facility utilized in each year 2011- 70% 2010 - 65% 2009 - 60% 2008 _____
	Please indicate the % of TOTAL production exported in each year 2011 - 50% 2010 - 40% 2009 - 35% 2008 _____
32. Export Destinations	Please give % of export activity to date: Regional (CARICOM, DR): 2011- 80% 2010 - 90% 2009-100% 2008 _____ USA : 2011-10% 2010 - 5% 2009 _____ 2008 _____ Canada: 2011 _____ 2010 _____ 2009 _____ 2008 _____ Latin America: 2011- 10% 2010 -5% 2009 _____ 2008 _____ Europe: 2011 _____ 2010 _____ 2009 _____ 2008 _____ Other: 2011 _____ 2010 _____ 2009 _____ 2008 _____



33.Export Compliance		Are you a registered exporter in your country YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input type="checkbox"/> ELECTRICAL WIRES ARE UK (BASEC) APPROVED, COLOURS ARE TO EURO HARMONIZED CODE, CABLES ARE TO DUTCH KEMA STANDARDS			
		Is your company registered with the National Standards Bureau YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input checked="" type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>			
34.Product Information					
Brand name	Product name	Product sizes	Quantity (box)	Quantity in 20' or 40' container	UPC
EIL	ELECT WIRES/CABLES	1.5MM-600MM	SINGLE	18MT	
35.Product Distribution		Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
36.Obstacles		Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
SECTION 4					
37.Mission Objectives		<p>Germany – Sourcing of copper for manufacturing of cables</p> <p>UK – locating buyers/ distributors for EIL electrical wires and cables (BASEC Quality Approved)</p> <p>The Netherlands – Locating buyers/ distributors for EIL electrical wires and cables (KEMA Quality Approved)</p>			
38.International development strategy		EIL IS ON AN INTERNATIONAL MARKET THRUST IN ORDER TO RELY LESS ON DOMESTIC MARKETS AND BETTER UTILIZE PLANT CAPACITY. THE UK AND HOLLAND ARE MARKETS THAT EIL WOULD LIKE TO ENTER AS WE DO PRODUCE WIRE AND CABLES TO UK AND HOLLAND SPECIFICATIONS AND PRODUCT STANDARDS.			
39.European contacts		<i>THESE WILL BE PROVIDED IN DUE COURSE.</i>			



SECTION 3	
23. Nature of Company	Manufacturer/Producer <input type="checkbox"/> Exporter <input type="checkbox"/> Trading House <input type="checkbox"/> Other <input checked="" type="checkbox"/> – Information/Communications Technology Product/Service Provider
24. Membership of Associations	Manufacturing <input type="checkbox"/> Exporters <input type="checkbox"/> Other <input type="checkbox"/> (please specify)
25. Ownership	100% Local:
26. Parent Company	Neal & Massy Holdings Ltd.
27. Subsidiary (ies)	<ul style="list-style-type: none"> • Neal & Massy Transportation Group Limited • Neal & Massy Energy Limited • Trading & Distribution Limited • Neal & Massy ITC Group Limited • Barbados Shipping & Trading Company Limited • Neal & Massy Guyana Limited
28. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/> The Board consists of an Executive chairman and 5 directors as well as a Corporate Secretary. Neal and Massy ITC Limited is a holding company consisting of 6 Subsidiaries listed as follows: Trinidad <ul style="list-style-type: none"> • ILLUMINAT Trinidad & Tobago Limited • Pereira & Company Limited • 360 Communications Limited Barbados <ul style="list-style-type: none"> • ILLUMINAT Barbados Limited • ILLUMINAT Antigua Limited Jamaica <ul style="list-style-type: none"> • ILLUMINAY Jamaica Limited
29. Legal Status	Sole Owner <input type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input checked="" type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)
SECTION 4	
30. Turnover	Please give details of your turnover (converted approximately to €)
31. Production Capacity	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement ____N/A_____
32. Export Destinations	Please give % of export activity to date: Regional (CARICOM, DR): 2011 96.3 2010 96.6 2009 96.5 2008 96.2 USA : 2011 _3.6_ 2010 3.4 2009 _3.5_ 2008 _3.8_ Canada: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Latin America: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Europe: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Other: 2011 ___ 2010 ___ 2009 ___ 2008 ___ EU Countries presently exported to:



33.Export Compliance	Are you a registered exporter in your country YES <input type="checkbox"/> NO <input type="checkbox"/> NA <input type="checkbox"/>
	Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input type="checkbox"/> NA <input type="checkbox"/>
	Is your company registered with the National Standards Bureau YES <input type="checkbox"/> NO <input type="checkbox"/>
	Has your company obtained any of the following certification? NA <input type="checkbox"/> HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>
34.Product Information	
35.Product Distribution	Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input type="checkbox"/> If YES, please list country, name of agent and contact details
36.Obstacles	Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input type="checkbox"/> If YES, please specify.
SECTION 4	
37.Mission Objectives	Our primary mission objective is to identify companies in Germany who are developing applications in the mobile and Cloud application spaces in retail and Hospitality. Ideally these would be small to medium companies who are interested in expanding their markets to the Caribbean Basin and would be interested in forming a Joint Venture or even consider being acquired.
38.International development strategy	Currently our international development strategy involves expansion into Latin America. In the areas of Retail POS, Mobile financial services and Cloud based solutions for the Retail & Hospitality industries. The attraction to Europe would be to source application development skills
39.European contacts	NA



SECTION 3					
23. Nature of Company		Manufacturer/Producer <input type="checkbox"/> Exporter <input type="checkbox"/> Trading House <input type="checkbox"/> Other (please specify) IT SOLUTIONS			
24. Membership of Associations		Manufacturing <input type="checkbox"/> Exporters <input type="checkbox"/> Other <input type="checkbox"/> (please specify) CONSULTANCY			
25. Ownership		% Local: 100			
26. Parent Company					
27. Subsidiary (ies)					
28. Is there a Board of Directors?		Yes <input type="checkbox"/> (Please provide information on the composition of the Board of Directors) Lorcau Comps Michael Lau			
29. Legal Status		Sole Owner <input type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input checked="" type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)			
SECTION 4					
30. Turnover		Please give details of your turnover (converted approximately to €)			
31. Production Capacity		Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement ____n/a 2011 ____ 2010 ____ 2009 ____ 2008 ____			
32. Export Destinations		Please give % of export activity to date: Regional (CARICOM, DR): 2011 ____ 2010 ____ 2009 ____ 2008 ____ USA : 2011 ____ 2010 ____ 2009 ____ 2008 ____ Canada: 2011 ____ 2010 ____ 2009 ____ 2008 ____ Latin America: 2011 ____ 2010 ____ 2009 ____ 2008 ____ Europe: 2011 ____ 2010 ____ 2009 ____ 2008 ____ Other: <i>(please specify)</i> 2011 ____ 2010 ____ 2009 ____ 2008 ____ EU Countries presently exported to: <i>(please list)</i>			
33. Export Compliance		Are you a registered exporter in your country YES <input type="checkbox"/> NO <input type="checkbox"/>			
		Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input type="checkbox"/>			
		Is your company registered with the National Standards Bureau YES <input type="checkbox"/> NO <input type="checkbox"/>			
		Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>			
34. Product Information					
Brand name	Product name	Product sizes	Quantity (box)	Quantity in 20' or 40' container	UPC



35.Product Distribution	<p>Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>If YES, please list country, name of agent and contact details</p>
36.Obstacles	<p>Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>If YES, please specify.</p>
SECTION 4	
37.Mission Objectives	<p>Please <i>state as precisely as possible what your exact objectives</i> are for this Trade Mission. For example, if you have differing objectives for each country, please state the country and the objective (e.g. "UK – find a distributor who has access to wholesale and retail outlets for our dried food products".) It is <i>extremely important</i> that you complete this section as precisely as possible, as this information is required by our hosting partners to try to identify possible candidates for 1 to 1 Business to Business meetings.</p>
38.International development strategy	<p>Please give details of your present, or planned, international development strategy. Also include, for example, what is your current level of EU activity, where does the EU market fit into your strategy, what are your priorities, what opportunities do you perceive there to be? Etc... etc....</p>
39.European contacts	<p>Based on your knowledge of the markets or your own research please list two or three companies / contacts for each of the venues to be visited (Munich, Hamburg, Rotterdam, Birmingham, Manchester), with whom you would ideally like to meet. The organising team will endeavour to engage with these for B2B meetings.</p>



7. INTELLIGENT BUSINESS ADVANTAGE LTD

SECTION 1	
1. Company Name	Intelligent Business Advantage Limited (IBA Ltd)
2. Country (main office)	Trinidad
3. Postal Address	12 San Fernando Street, San Fernando
4. Physical Address (if different from 3)	
5. City	San Fernando
6. Tel (incl. country code)	(868)657-6393
7. Fax	(868)657-2426
8. Email	iba@intelligent-biz.com
9. Website	www.intelligent-biz.com
10. Year Established	2005
11. Date of Registration	25 Aug 2005
12. Company Registration No.	I 1414(95)
13. Number of Employees	TOTAL : 7 FIXED: 5 TEMP: 2 % Female: 29
14. Business Activity	Primary: Web Design, Online Marketing and Promotion IT Support Training Products and Services Secondary: Software Services Online Backup
15. Focus Activity for this Trade Mission	Establish markets for export. Determine market demand for products/services that can be provided by IBA Ltd and affiliates.
SECTION 2	
16. Name of Participant	Surname: Campbell First name: Bernard
17. Position in Company	Managing Director
18. Tel.	Fixed: (868) 309-3208 Mobile: (868) 689-4619
19. Direct Email	bcampbell@intelligent-biz.com
20. Skype address	Intelligent-bernard
21. Fax	(868) 657-2426
22. Individual Profile	<p>Bernard Campbell is an entrepreneur and the managing director of Intelligent Business Advantage Ltd. He has over nine (9) years experience both as an IT and Business practitioner and lecturer. He has lectured advanced courses in Information and Communication Technologies (ICT) in both Trinidad and Tobago and the USA. In 2009 Mr. Campbell was presented at the Regional Seminar on Competitiveness hosted by the governments of Mexico, Trinidad and Tobago, CARICOM, Sistema Economico Latino Americano (SELA) – IBERPYME and the ACS, "Use of ICT to improve the Competitiveness of SMEs". In 2010 he was an invited guest at the Costa Rica IT Alliance held in San Jose, Costa Rica. In 2011 Mr. Campbell through Intelligent Business Advantage Received the award</p>



Young Service Provider of the Year 2011.

SECTION 3

23. Nature of Company	Manufacturer/Producer <input type="checkbox"/> Exporter <input type="checkbox"/> Trading House <input type="checkbox"/> Other (please specify)
24. Membership of Associations	Manufacturing <input type="checkbox"/> Exporters <input type="checkbox"/> Other <input checked="" type="checkbox"/> (please specify) Trinidad and Tobago Chamber of Industry and Commerce, Energy Chamber of Trinidad and Tobago, San Fernando Business Association
25. Ownership	% Local: 100
26. Parent Company	
27. Subsidiary (ies)	
28. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/> (Please provide information on the composition of the Board of Directors) Ezekiel Campbell (Chairman) Clementina Campbell (Secretary) Bernard Campbell (Managing Director)
29. Legal Status	Sole Owner <input type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input checked="" type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)

SECTION 4

30. Turnover	Please give details of your turnover (converted approximately to €)
	2011 € 108,400 % domestic 99 % international 1
	2010 € 82,700 % domestic 98 % international 2
	2009 €89,100 % domestic 98 % international 2
	2008 €93,400 % domestic 96 % international 4
31. Production Capacity	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement _____
	2011 ____ 2010 ____ 2009 ____ 2008 ____
	Please indicate the % production capacity of your manufacturing facility utilized in each year 2011 ____ 2010 ____ 2009 ____ 2008 ____
	Please indicate the % of TOTAL production exported in each year 2011 ____ 2010 ____ 2009 ____ 2008 ____



32. Export Destinations		Please give % of export activity to date: Regional (CARICOM, DR): 2011 – 100 2010 - 100 2009 - 100 2008 - 100 USA : 2011 ___ 2010 ___ 2009 ___ 2008 ___ Canada: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Latin America: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Europe: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Other: 2011 ___ 2010 ___ 2009 ___ 2008 ___ EU Countries presently exported to:			
33. Export Compliance		Are you a registered exporter in your country YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
		Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
		Is your company registered with the National Standards Bureau YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
		Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input checked="" type="checkbox"/>			
34. Product Information					
Brand name	Product name	Product sizes	Quantity (box)	Quantity in 20' or 40' container	UPC
35. Product Distribution		Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
36. Obstacles		Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>			
SECTION 4					
37. Mission Objectives		Identify trading partners in complementary businesses who can benefit from promoting our services. Find support services that may be required for entry into specific markets (e.g. print advertising agency for newspaper ads, postal mail campaigns, etc.) Access to trade and business associations for practical information on market demand for specific IT based services. Identify products/services that we can offer/transfer back to Trinidad and Tobago, Caribbean, Latin America.			
38. International development strategy		Preamble: Trinidad and Tobago has more in common with targeted EU countries than emerging far East outsourcing locations. Therefore it is of significant benefit for EU businesses that choose to enhance their business offering by outsourcing certain operations to utilise the services of Trinidad based suppliers. 1. Provision of web services over the web and with the aid of EU partners. 2. Association with local institutions (colleges etc) to establish EU presence. 3. Provision of TT specialists for specific EU projects			
39. European contacts		Birmingham Downtown Business Association Birmingham Chamber of Commerce			



	<p>Rotterdam Business Association Munich Business Startup Office (GATE) Garching Technologie- und Gründerzentrum American German Business Club – Hamburg German-African Business Association Business Association for Latin America (LAV) Chamber of Commerce Rotterdam Greater Manchester Chamber of Commerce Manchester Publicity Association</p>
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(Trinidad and Tobago), specializing in Managed Systems Solutions and Networking. His areas of expertise include:

- Network Security, Planning and Management
- Biometric Security Solutions Sales and Implementation.
- PC and Server Hardware
- Telecommunications
- Business Continuity Planning and Change management
- Project Management

For several years Peter Campbell ran his own consulting and support business working primarily with SMEs and local government agencies.

SECTION 3

23. Nature of Company	Manufacturer/Producer <input type="checkbox"/> Exporter <input type="checkbox"/> Trading House <input type="checkbox"/> Other : Service Provider
24. Membership of Associations	Manufacturing <input type="checkbox"/> Exporters <input type="checkbox"/> Other <input checked="" type="checkbox"/> Trinidad and Tobago Chamber of Commerce (EBITT Committee)
25. Ownership	% Local: 100
26. Parent Company	
27. Subsidiary (ies)	
28. Is there a Board of Directors?	Yes <input type="checkbox"/> (Please provide information on the composition of the Board of Directors) No <input type="checkbox"/>
29. Legal Status	Sole Owner <input checked="" type="checkbox"/> Private Co. <input type="checkbox"/> Partnership <input type="checkbox"/> Limited Liability <input type="checkbox"/> Co-operative <input type="checkbox"/> Public Co. <input type="checkbox"/> State Owned <input type="checkbox"/> Other <input type="checkbox"/> (please specify)

SECTION 4

30. Turnover	Please give details of your turnover (converted approximately to €)
31. Production Capacity	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement _____
32. Export Destinations	Please give % of export activity to date: Regional (CARICOM, DR): 2011 ___ 2010 ___ 2009 ___ 2008 ___ USA : 2011 ___ 2010 ___ 2009 ___ 2008 ___ Canada: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Latin America: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Europe: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Other: 2011 ___ 2010 ___ 2009 ___ 2008 ___ EU Countries presently exported to:
33. Export Compliance	Are you a registered exporter in your country YES <input type="checkbox"/> NO <input type="checkbox"/> Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input type="checkbox"/> Is your company registered with the National Standards Bureau YES <input type="checkbox"/> NO <input type="checkbox"/> Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>
34. Product Information	



35.Product Distribution	<p>Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>If YES, please list country, name of agent and contact details</p>
36.Obstacles	<p>Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>If YES, please specify.</p>
SECTION 4	
37.Mission Objectives	<p>1) To establish a partnership with an ICT service provider to bring a new competitive product to our local market.</p> <p>2) To offer Prince2 project management services as well as other IT skills overseas.</p>
38.International development strategy	<p>To Identify ICT providers from the EU who have interest in the Caribbean markets and to establish relationships that can lead to a local representative contract to gain market entry.</p>
39.European contacts	



8. TRINIDAD CEMENT LIMITED

SECTION 1	
1. Company Name	Trinidad Cement Limited Group
2. Country (main office)	Trinidad and Tobago
3. Postal Address	Southern Main Road, Claxton Bay, Trinidad and Tobago
4. Physical Address (if different from 3)	
5. City	
6. Tel (incl. country code)	(868) 659-2381
7. Fax	(868) 659-0818
8. Email	
9. Website	www.tclgroup.com
10. Year Established	Incorporated in 1951
11. Date of Registration	November 19 th , 1951
12. Company Registration No.	T-51
13. Number of Employees	TOTAL : 1,100 FIXED: 1,000 TEMP: 100 % Female: 20%
14. Business Activity	<p>Primary: primary activity is the manufacture and sale of Portland Pozzolan Cement, Ordinary Portland Cement as well as Class G, High Sulphate Resisting (HSR) Well Cement.</p> <p>Secondary: manufacture and sale of paper sacks. of jumbo bags, reusable slings, safety harnesses, polypropylene sacks, webbing for use in the furniture industry, lime, premixed concrete; and mining and sale of gypsum and anhydrite</p>
15. Focus Activity for this Trade Mission	Detailed information on the rules, regulations and administrative procedures covering the export of cement to Europe and France, in particular. Contact with individuals involved in cement trade. Identification of Services companies that TCL Group could possibly work with. The ideal business partner would be someone involved in the cement trade who has been operating successfully in the EU market for a number of years.
SECTION 2	
16. Name of Participant	Surname: DANIEL First name: EGWIN
17. Position in Company	General Manager, International Business & Marketing
18. Tel.	Fixed: (868) 659-3574
	Mobile: (868) 350-6335
19. Direct Email	egwind@tclgroup.com
20. Skype address	
21. Fax	(868) 659-0818
22. Individual Profile	<p>egwin Daniel has extensive International Marketing and Financial experience having worked in these fields in Canada, USA and throughout the Caribbean for 17 years, the last seven of which were spent abroad in the French and Spanish Caribbean working in the private sector providing Senior Management expertise in the International Money Markets and Distribution. He holds an MBA from the University of Concordia, Canada and a BSc from Mc Gill University, Canada. Currently, he is</p>



finalising requisites for membership in the USA National Association of Securities Dealers (NASD) and the USA National Futures Association (NFA).	
SECTION 3	
23. Nature of Company	Manufacturer/Producer/ Exporter
24. Membership of Associations	Manufacturing and the major Chambers of Commerce in T&T
25. Ownership	% Local: % Regional (CARICOM & Dominican Republic): 67% % International: 33%
26. Parent Company	Trinidad Cement Limited (TCL)
27. Subsidiaries	Trinidad Cement Limited (TCL) TCL Packaging Limited (TPL) TCL Ponsa Manufacturing Limited (TPM) Readymix (West Indies) Limited (RML) Arawak Cement Company Limited (ACCL) Caribbean Cement Company Limited (CCCL) TCL Trading Company Limited (TTL) TCL Guyana Inc (TGI)
28. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/> Mr. Andy Bhajan - Director and Group Chairman of the TCL Board of Directors Dr. Rollin Bertrand - Chief Executive Officer of the TCL Group Mr. Carlos Hee Houng Dr. Aleem Mohammed Ms. Eutrice Carrington Mr. Brian Young Mr. Luis Miguel Cantú Pinto Mr. Jeffrey McFarlane Mr. Bevon Francis Dr. Leonard Nurse
29. Legal Status	Public Co
SECTION 4	
30. Turnover	Please give details of your turnover (converted approximately to €)
	2011 <u>€171.0 million</u> % domestic <u>77%</u> % international <u>23%</u>
	2010 <u>€184.6 million</u> % domestic <u>80%</u> % international <u>20%</u>
	2009 <u>€198.9 million</u> % domestic <u>81%</u> % international <u>19%</u>
	2008 <u>€224.5 million</u> % domestic <u>83%</u> % international <u>17%</u>



31. Production Capacity		Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement <u>millions of metric tonnes</u>			
		2011 <u>3.2</u> 2010 <u>3.2</u> 2009 <u>2.4</u> 2008 <u>2.4</u>			
		Please indicate the % production capacity of your manufacturing facility utilized in each year			
		2011 <u>57%</u> 2010 <u>54%</u> 2009 <u>77%</u> 2008 <u>88%</u>			
		Please indicate the % of TOTAL production exported in each year			
		2011 <u>34%</u> 2010 <u>33%</u> 2009 <u>23%</u> 2008 <u>21%</u>			
32. Export Destinations		Please give % of export activity to date:			
		Regional (CARICOM, DR): 2011 <u>94.96</u> 2010 <u>96</u> 2009 <u>100</u> 2008 <u>100</u>			
		USA : 2011 <u> </u> 2010 <u> </u> 2009 <u> </u> 2008 <u> </u>			
		Canada: 2011 <u> </u> 2010 <u> </u> 2009 <u> </u> 2008 <u> </u>			
		Latin America: 2011 <u>5</u> 2010 <u>4</u> 2009 <u> </u> 2008 <u> </u>			
		Europe: 2011 <u>0.04</u> 2010 <u> </u> 2009 <u> </u> 2008 <u> </u>			
		Other: 2011 <u> </u> 2010 <u> </u> 2009 <u> </u> 2008 <u> </u>			
		EU Countries presently exported to: France - French West Indies			
33. Export Compliance		Are you a registered exporter in your country YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Do your products bear Universal Product Code (UPC) YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Is your company registered with the National Standards Bureau YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		Has your company obtained any of the following certification? HACCP <input checked="" type="checkbox"/> ISO 90001 and 140001, NE and CE Good Manufacturing Practices (GMP) <input checked="" type="checkbox"/>			
34. Product Information					
Brand name	Product name	Product sizes	Quantity (box)	Quantity in 20' or 40' container	UPC
TCL	Premium Plus, Ordinary Portland (OP)	42.5 kg; 1.5 MT		20': 665 bags 19 jumbo bags	
Arawak	Arawak Plus			20': 665 bags 19 jumbo bags	
Carib	Carib Cement Plus			20': 665 bags 19 jumbo bags	
35. Product Distribution		Are your products currently distributed in EU Countries? YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>			
		If YES, please list country, name of agent and contact details:			



	Country	Agent Name	Contact (email & tel.)
	French Guiana	Xavier de Moussac, Soreidom	Tel : +33 609758525 xavier@soreidom.com
36.Obstacles	<p>Are you aware of any obstacles presently preventing export / distribution of your products in Europe? YES <input type="checkbox"/> NO <input type="checkbox"/></p> <p>If YES, please specify.</p>		
SECTION 4			
37.Mission Objectives	<ol style="list-style-type: none"> To meet AFNOR staff: in particular, Madame Bulot. To gain understanding of any challenges that may be faced in the French cement industry. How to successfully pursue business in French markets. <p>There is a level of uncertainty and lack of effective information on the process and importance of acquiring the Conformité Européene (European Conformity-CE) and Nationale Français Stamps. The TCL Group commenced the process around October 2009 and after great effort (even with the assistance of a French consultant) our documents were submitted to the French company, AFNOR on 12 November 2010. We were only given a temporary pass recently.</p>		
38.International development strategy	<ol style="list-style-type: none"> To expand the Group's business into the French and Spanish speaking territories in the Caribbean region and, by extension, Latin America. To forge JVs/ partnerships/ alliances in these targeted markets. To offer competitive and quality products and services to the Region. 		
39.European contacts	<ul style="list-style-type: none"> Ophélie Bulot Business Area Manager AFNOR Certification 11, rue Francis de Pressensé - 93 571 La Plaine St Denis Cedex Tel:+33 1 41 62 60 41 ophelie.bulot@afnor.org Xavier de Moussac Soreidom Bat 3, Parc d'activites du Robert, 97231 Le Robert, Martinique Tel : +33 609758525 xavier@soreidom.com 		



	<ul style="list-style-type: none">• Laurent Geneviève Qualipro Sarl 11 rue des Arts et Métiers, Lot Dillon stade 97 200 Fort de France Tel: 011 596 596 42 57 95 l.genevieve@qualipro-conseil.com
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26. Parent Company	The TSL Group
27. Subsidiary (ies)	Petrocom Technologies Limited, Meso Limited, Motion Technologies Limited, TSL Leasing Co. Ltd., DocuCentre Ltd and branch operations in the Caribbean
28. Is there a Board of Directors?	Yes <input checked="" type="checkbox"/> Ten local Nationals comprising three females and seven males, eight of which are highly technical, one is financial and the remaining is marketing.
29. Legal Status	Limited Liability <input checked="" type="checkbox"/>
SECTION 4	
30. Production Capacity NOT APPLICABLE	Please indicate your total annual production capacity (in cases, weight, volume etc) and state unit of measurement _____ 2011 ___ 2010 ___ 2009 ___ 2008 ___
	Please indicate the % production capacity of your manufacturing facility utilized in each year 2011 ___ 2010 ___ 2009 ___ 2008 ___
	Please indicate the % of TOTAL production exported in each year 2011 ___ 2010 ___ 2009 ___ 2008 ___
31. Export Destinations NOT APPLICABLE	Please give % of export activity to date: Regional (CARICOM, DR): 2011 ___ 2010 ___ 2009 ___ 2008 ___ USA : 2011 ___ 2010 ___ 2009 ___ 2008 ___ Canada: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Latin America: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Europe: 2011 ___ 2010 ___ 2009 ___ 2008 ___ Other: (please specify) 2011 ___ 2010 ___ 2009 ___ 2008 ___ EU Countries presently exported to: (please list)
32. Export Compliance NOT APPLICABLE	Are you a registered exporter in your country YES <input type="checkbox"/> NO <input checked="" type="checkbox"/>
	Do your products bear Universal Product Code (UPC) YES <input type="checkbox"/> NO <input type="checkbox"/>
	Is your company registered with the National Standards Bureau YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>
	Has your company obtained any of the following certification? HACCP <input type="checkbox"/> ISO <input type="checkbox"/> Good Manufacturing Practices (GMP) <input type="checkbox"/>



33. Product Information			
34. Product Distribution NOT APPLICABLE		Are your products currently distributed in EU Countries? YES <input type="checkbox"/> NO <input type="checkbox"/>	
		If YES, please list country, name of agent and contact details	
	Country	Agent Name	Contact (email & tel.)
35. Obstacles		Are you aware of any obstacles presently preventing export / distribution of your products in Europe? NO	
SECTION 4			
36. Mission Objectives		The TSL Group has expanded its horizons in the Western world with entries being currently made in Columbia, Mexico besides our operational activities which span eighteen regional countries and Panama. TSL has developed highly special payment technologies for emerging markets as well as has been, through its subsidiary Petrocom Technology, provided design input into revolutionary software in the Oil and Gas world. Added to this would be the fact that TSL has become the marketing and support services arm for a major RFID organization which occupies the space of armoury management, file management, property management etc. In the case of the all countries TSL is looking for partnership/representation with military and oil and gas companies.	
37. International development strategy		We are currently working with a Software developer house in the UK to deliver advanced methods of secure payments. We are also partnered with UK companies to bring to pilot and trial emerging technologies in small jurisdictions which will provide birth to a number of technological advancements in various digital disciplines.	
38. European contacts		<p><i>Based on your knowledge of the markets or your own research please list two or three companies / contacts for each of the venues to be visited (Munich, Hamburg, Rotterdam, Birmingham, Manchester), with whom you would ideally like to meet. The organising team will endeavour to engage with these for B2B meetings.</i></p> <p>Unfortunately we have never made contact with these venues and are unable to provide you with detail here.</p>	