

## Trinidad and Tobago Manufacturers' Association (TTMA)

The TTMA is the voice of manufacturers in Trinidad and Tobago, creating value and providing world-class service to its membership.

It was established in 1956 with eight pioneer firms, and today stands strong with close to 600 members and the TTMA is the leading advocate for policies that assist in its growth and development of the non-energy manufacturing community.

In keeping with its mandate to promote the competitiveness of manufacturers in Trinidad and Tobago, the TTMA conceptualized and staged the first Trade and Investment Convention (TIC) in 1999, to showcase the high-quality products offered by this country's manufacturers.

TTMA believes that a modern, competitive and innovative manufacturing industry is central to Trinidad and Tobago's economic future. The Association works with the Government, its agencies and regulatory bodies to address the challenges facing the country's manufacturers - competitiveness, access to regional and international markets, and ease of doing business.

TTMA offers a number of services including, but not limited to:-

- Advocacy - aimed at improving the business environment in which Trinidad and Tobago's manufacturers operate and enabling access to markets in the region and around the world;
- Research - Intelligence that keeps our members informed on business trends and policy developments;
- Trade Facilitation – Representing members' interests and concerns at the various domestic, regional, hemispheric and international trade negotiation meetings;
- Business Sophistication - Assisting with the generation of market expansion both regionally and internationally through the mounting of the annual Trade and Investment Convention, and leading foreign trade

**TTMA is on-boarding another key service, which entails the facilitation of an inward trade mission service/Buyer to Buyer facilitation.**

*What will TTMA's inward buyer mission/B2B facilitation entail?* This will entail TTMA hosting a delegation of business persons or individuals and will include, inter alia, organising meetings, hotel logistics and site visits to companies and /market visits. Business people who attend trade missions are typically introduced both to important business contacts and to well-placed government officials.

### TTMA's Inward Trade Mission Service/B2B Engagement

TTMA will offer inward trade mission services as another key service of the many services offered by the organisation. The type of inward trade mission/B2B engagement will include, inter alia:

- Facilitation of both virtual and physical trade missions (depending on the interest of the Client)
- Facilitation of one consultant or a delegation from the exporting country
- Facilitation of B2B engagements for clients
- It is open to any sector or type of business (manufacturing or service-oriented)
- Preparation of an agenda for the trade mission

See table below for components of a physical inward trade mission (and or B2B engagements for Clients) and the associated costs:

#### Costs<sup>1</sup>

<i>Activity</i>	<i>Costs</i>	<i>Details</i>
B2B meetings with major importers and Regulatory agencies	USD\$250.00 per company	Identifying buyers and regulatory agencies, finding venue for the B2B meetings A minimum of 5 meetings will be organised
Organising a 'Doing Business Seminar'	USD\$4000.00	Rental of Venue, Rental of AV equipment, rental of tables, chairs, podium, organising Food and Drinks and logistics to organise the Seminar (Identifying buyers and regulatory agencies to attend and participate in the 'Doing Business seminar for a maximum of 50 persons')
Organising a 'Networking and Cocktail Reception'	USD\$6,000.00	Rental of Venue, Rental of AV equipment, rental of tables, chairs, podium (Identifying buyers and regulatory agencies to attend and participate in the Networking and cocktail reception for a maximum of 50 persons)
Venue Costs	Range between USD\$2000- USD\$3000 based on hotel	

<sup>1</sup> Costs are subject to change depending on the service being requested.

<i>Activity</i>	<i>Costs</i>	<i>Details</i>
	price	
Ground transportation	USD\$600.00	Identifying a transportation company Transportation costs based on a maximum of 20 persons on a bus.
Hotel logistics Costing	Current Hotel room rate + 10%	Current Hotel room rate + 10%
Site/ Factory visits to companies	USD\$1000.00	Organising Visits to three (3) factory tours, rental of vehicle, planning of a lunch outing, to host 20 persons
Retail visits	USD\$1000.00	Organizing visits to key groceries, and hardware stores, rental of vehicle, planning of lunch outing, to host 20 persons
Tour visits	USD\$1000.00	Identifying companies to offer tour visits, rental of vehicle, planning of lunch outing, to host 20 persons
Welcome package	Complimentary item	
Translation services	Would be provided on demand	

See table below for components of a virtual inward trade mission and the associated costs:

Costs

<i>Activity</i>	<i>Costs</i>	<i>Details</i>
<i>B2B meetings with major importers and Regulatory agencies</i>	USD\$150.00 per company	Identifying buyers and regulatory agencies, finding venue for the B2B meetings A minimum of 5 meetings will be organised  Use of IT platform such as ZOOM and marketing costs