

601 - BOSTON

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

-PARTICIPATION IN SEMINAR IN AUGUSTA, ME, JUNE 10, '87 TO DISCUSS FREE TRADE & INVEST OPPORTUNITIES. -PARTICIPATION IN NEW HAMPSHIRE TRADE EXPO IN MANCHESTER MAY 19, '87 WITH PRESENTATIO AND LITERATURE ON INVEST OPPORTUNITIES PRECEDED BY PRESS ANNOUNCEMENT ON INVESTMENT/TRADE THEME IN N. H. PRESS.

-30/35 CONTACTS MADE WITH MAINE COMPANIES, ONE OF WHICH IS SERIOUS INVESTMENT PROSPECT.
-30 CONTACTS MADE WITH LOCAL COMPANIES. TWO POTENTIAL INVESTMENT PROSPECTS.

QUARTER : 2

1- RECRUIT PORTFOLIO INVESTORS FROM TERRITORY TO ATTEND SPECIAL SENIOR EXECUTIVE BRIEFING IN OTTAWA IN OCTOBER.
2- SENIOR TRADE COMMISSIONER ATTENDED INVESTMENT DEVELOPMENT SEMINAR IN OTTAWA UPON HIS ARRIVAL AT POST.

AT THE END OF SEPTEMBER, FIVE BOSTON MONEY MANAGERS HAVE ALREADY CONFIRMED THEIR PARTICIPATION IN OTTAWA MEETING. BETTER UNDERSTANDING OF TDP.

QUARTER : 3

RECRUITED TOTAL OF 8 MONEY MANAGERS FROM NEW ENGLAND TO ATTEND SENIOR US EXECUTIVES' SEMINAR ON OCT 19 IN OTTAWA (02) RESOLVE PERFORMANCE PROBLEM OF COMMERCIAL OFFICER WHO WAS TO HAVE SOME RESPONSIBILITY FOR PROMOTING INVESTMENT FROM HI-TECH SECTORS.

THREE FIDELITY INVESTMENT MONEY MANAGERS ATTENDED OTT SEMINAR. THOUGH DECISION NOT ENTIRELY RELATED, IMPORTANT TO REPORT THAT FIDELITY INVESTMENT HAS ESTABLISHED A NEW FUND CALLED "CANADA FUND". THIS PRODUCT CONSISTS ONLY OF CDN STOCKS. (12) OFFICER HAS RESIGNED & PROCESS STARTED TO RECRUIT NEW OFFICER WHO WILL HAVE SOME INVESTMENT PROMOTION RESPONSIBILITIES.

QUARTER : 4

1) OIL AND GAS INVESTMENT SEMINAR CO-SPONSORED BY INDEPENDENT PETROLEUM ASSOCIATION OF CANADA, INVCAN AND THREE WESTERN PROVINCES.
2) FOLLOW-UP ON CANADIAN ADVERTISING CAMPAIGN IN ELECTRONICS INDUSTRY.

1) 42 OIL & GAS ANALYSTS ATTENDED SEMINAR. NO RESULTS TO DATE BUT CDN PARTICIPANTS REPORTED THAT GOOD CONTACTS ESTABLISHED WITH REPS FROM BOSTON FINANCIAL CTY.
2) NONE OF THE 22 COMPANIES CONTACTED SO FAR HAS EXPRESSED INTEREST IN INVESTING IN CDA IN NEAR FUTURE. NONE OF THE 45 COMPANIES WHICH REQUESTED INFO ON CDN ELECTRONICS INDUSTRY HAS CONTACTED CONSULATE ON THEIR OWN.