

NEW ENGLAND

MARKET INTELLIGENCE AND MARKET INFORMATION

To serve Canadian businesses even more effectively — and in response to their expressed desire for more market intelligence/information, the Consulate General in Boston has produced a series of sectorial market profiles of New England.

These profiles, which include market contacts and suggestions for accessing potential opportunities, also provide an essential

starting point for anyone considering this market of eight million affluent consumers situated on Eastern Canada's doorstep.

The Consulate General is working on making all of this information, along with event schedules and answers to the most frequently asked questions, available through an internet home web page. This Web page should be up and running by mid winter and

will be linked to the DFAIT home page: <http://www.dfait-maeci.gc.ca>

Companies deciding to enter or expand in New England — an important gateway to other major U.S. markets — are well advised to review the relevant market profiles, follow up by first contacting their nearest International Trade Centre, and then contacting trade commissioners or commercial officers at the Boston post.

PUBLICATIONS

The following titles, either as complete text or in executive summary form, are available through the DFAIT InfoCentre in various formats: hard copy (UA code number is in brackets); Bulletin Board (IBB in brackets); FaxLink (primarily executive summaries and as per number provided). To order, see instructions in InfoCentre box bottom page 16.

The **Accounting Industry** in New England (121UA); (IBB); FaxLink 70192.

Business Services in New England (122UA); (IBB); FaxLink 70191.

Consulting Engineering Industry (116UA); (IBB); FaxLink 70196.

The **Education & Training Industry** in New England (115UA); (IBB); FaxLink 70193.

New England Film & Video (1UA); (IBB); FaxLink 70242.

The **Financial Services Industry** in New England (114UA); (IBB); FaxLink 70211.

Opportunities for Canadian Companies in the New England **Health Care Market** (166UA); (IBB); FaxLink 70127.

High Technology in New England (141UA); (IBB); FaxLink 70244.

The **Interior Design Industry** in New England (119UA); (IBB); FaxLink 70245.

The **Legal Industry** in New England (120UA); (IBB); FaxLink 70194.

The **Management Consulting Industry** in New England (117UA); (IBB); FaxLink 70195.

The **Publishing Industry** in New England (3UA); (IBB); FaxLink 70197.

The **Printing Industry** in New England (184UA); (IBB); FaxLink 70198.

Telecommunications Industry (173UA); (IBB); FaxLink 70032.

Market Opportunities for Canadian **Building**

Materials & Hardware Companies in New England (111UA); FaxLink 70058.

The **Craft & Giftware Market** in New England (144UA); FaxLink 70072.

Marketing Opportunities for Canadian **Furniture Companies** in New England (108UA); FaxLink 70074.

The **Transportation Industry** in New England (132UA); FaxLink 70258.

Environmental Products & Services (IBB); FaxLink 70241.

Grocery Market Study (IBB); FaxLink 70243.

Tourism Market Profile; (IBB); FaxLink 30101.

New England Business Guide; FaxLink 70287.

The New England **Defence Industry**; FaxLink 70259.

Electronic Industry; FaxLink 70257.

Geomatics; FaxLink 70028.

Outsourcing Profile; FaxLink 70279.

Market Opportunity Assessment: The New England

Auto After Market for Canadian Parts & Accessories (143UA).

The **Public Relations Industry** (123UA).

Statistical Review of New England (142UA).

CONTACTS

Persons seeking further trade-related information on these New England states may contact the Canadian Consulate General, Three Copley Place, Suite 400, Boston, Massachusetts 02116, USA, Tel.: (617) 262-3760; Fax: (617) 262-3415.