

DATE: 88/01/25

DEPARTMENT OF EXTERNAL AFFAIRS

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Report: B4 88/89 INVESTMENT ACTIVITIES IN MISSIONS ABROAD

Region: USA

Mission: 601 BOSTON

Country: 577 UNITED STATES OF AMERICA

Equity Propensity Of Key Sources Of Investment From This Territory

Corporations : 100% Ownership Of Existing Corporate Facility
Institutional : Partial Ownership Of Existing Corporate Facilities With Direct
Involvement In Day-to-Day Operations
Entrepreneurs : Start-up Investment To Create New Enterprise (100% Ownership)
Immigrant Entr.: Start-up Investment To Create New Enterprise (100% Ownership)

Sector Preferences By Type Of Key Investors

Corporations : Manufacturing Industries
Institutional : Portfolio Investment
Entrepreneurs : Manufacturing Industries
Immigrant Entr.: Services

**Investment Promotion Priority Sectors Sub-Sectors
Program Plans And Anticipated Results.**

Sector : 005 COMM. & INFORM. EQP. & SERV
Subsector: 054 COMPUTERS, SOFTWARE & SYSTEMS

Reason(s):

LARGEST INDUSTRY IN NEW ENGLAND: VALUE OF PRODUCTION EXCEEDS \$35 BIL.
FOLLOW-UP ON MAJOR ADVERTISING CAMPAIGN ON INVESTMENT OPPORTUNITIES
IN ELECTRONICS SECTOR.

Program Plans:

ESTABLISH PERSONAL CONTACT IN EACH COMPANY THAT HAS REQUESTED INFORMATION FOLLOWING AD CAMPAIGN. SERVICE THEIR INQUIRIES THOROUGHLY.

Anticipated Results: TWO INVESTMENTS IN CANADA.

Sector : 014 EDUCATION, MEDICAL, HEALTH PROD
Subsector: 142 HOSP. & MEDICAL EQUIP, INSTRUM.

Reason(s):

150 COMPANIES IN N. E. HAVE REQUESTED INFORMATION ON THE CDN MEDICAL
DEVICE INDUSTRY FOLLOWING MAILING DONE BY POST DURING SUMMER/87. WILL
FOLLOW-UP TO DETERMINE BOTH EXPORT & INVESTMENT OPPORTUNITIES.