

30/05/89

DEPARTMENT OF EXTERNAL AFFAIRS

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RPTD1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 INVESTMENT PROMOTION PROFILE

Mission: WASHINGTON

Country: UNITED STATES OF AMERICA

The mission is of the opinion that Canada can reasonably expect to attract the following amount of foreign investment from its territory/country next year:

WITH FTA ASSURED, SIGNIFICANT INCREASE IN MID ATLANTIC STATE INVESTMENT CAN BE ANTICIPATED - 45th FORTUNE 500th CO. HEADQUARTERED IN TERRITORY WILL BE FOCUSING ON (NEW) INVESTMENT STRATEGIES

Canada's major competitors for investment from this territory/country are:

- FRANCE
- JAPAN
- NETHERLANDS
- BELGIUM
- MID EAST
- PUERTO RICO

The following types of activities are currently being undertaken by Canada's major competitors to attract investment from this territory/country:

- PASSIVE PROMOTION (INVESTMENTS DECISIONS RESULTING FM INTERCORPORATE LINKS OR FROM IN HOUSE DETERMINATION BASED ON EC FACTORS, EG., LOW WAGE RATES IN PUERTO RICO)
- ID PROMOTION AS A COMPONENT OF GENL BUYING MISSIONS, ESP. THOSE FROM FAR EAST COUNTRIES

Compared to major competitive destinations, Canada is perceived to have the following advantages:

- CORPORATE LINKS ALREADY ESTABLISHED
- ECONOMIC/POLITICAL STABILITY/PREDICTABILITY
- PROXIMITY TO RAW/INTERMEDIATE GOOD INPUTS
- QUALITY OF AVAILABLE LABOUR FORCE