

REPORT #5
88/03/17

QUARTERLY PROGRESS REPORT OF INVESTMENT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FY 87
TRADE TRACKING PROGRESS REPORT OF INVESTMENT ACTIVITIES AND RESULTS

601 - BOSTON

UNITED STATES OF AMERICA

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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 PRESENTATION 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
