

612 - WASHINGTON

UNITED STATES OF AMERICA

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER

RESULTS REPORTED

QUARTER : 1

CORPORATE LIAISON VISITS AIMED AT ENCOURAGING
NES INVESTMENT IN CANADA.
SERVICING OF INVESTMENT ENQUIRIES FROM TERRITORY

FIVE COMPLETED.
21 SERIOUS AND 25 GENERAL INVESTMENT ENQUIRIES
WERE DEALT WITH;RESULTS PENDING.

QUARTER : 2

Servicing of investment enquiries from territory

20 serious and 35 general investment enquiries
were dealt with; results pending

QUARTER : 3

Servicing of investment enquiries from territory
Post-FTA promotional mailout to IDP contacts in
territory.
Co-sponsorship of major FTA/investment seminar
in Philadelphia,November 2

7 serious & 10 general investment enquiries were
dealt with;results pending.
118 businesspersons in attendance;three Provin-
ces participated;follow-up letter encouraged
further investment consideration.

QUARTER : 4

Organized and co-sponsored major business semina
rs in two Virginia locations (Richmond, Arling-
ton) Mar 1-2. Combined audience of 240 heard spe
akers from InvestCan and the Provinces (Hon. B.
Andrew/Sask) extoll virtues of establishing
north of the border; investment literature dis-
tributed.

reported on

Five speaking engagements were conducted to busi
ness audiences in territory which promoted an
investing in Canada message

Two personalized corporate liaison calls on Fort
une 500 firms in territory were undertaken and