



# North American Assemblies Ltd.

*Caribbean company makes key components for the world's cable TV industry*

Arcom Labs is a 35 year-old company, based in Syracuse, NY. It produces a wide range of products for the worldwide cable industry. In 1993, the directors of the company were looking for a lower cost alternative for the production of some of its hardware and so they scouted a number of islands in the Caribbean, including St. Lucia and St. Kitts, as well as some other locations in Latin America.

They finally settled on St. Lucia for a number of reasons: the island was in the same time zone as com-

pany headquarters; it had an adequate infrastructure; and, perhaps most importantly, the St. Lucia government, in order to attract business to the island, offered a generous corporate tax holiday - for the first fifteen years, a company would pay no income taxes at all, and afterward would pay at a very low rate (maximum of 8 percent) that could even be further reduced (up to 2 percent) by employing a certain quota of island employees.

The new company they formed was called North Amer-