

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM  
ACTIVITY REPORT  
FOR 3RD QUARTER OF 1986 (863)

Summary for SUB-REGION: UNITED STATES WEST

| Activity                                | AVERAGE TIME ALLOCATION  |           |                 |           | TOTAL TIME ALLOCATION | WORKLOAD (#) |                       |
|---|--------------------------|-----------|-----------------|-----------|-----------------------|--------------|-----------------------|
|   | CANADA-BASED             |           | LOCALLY-ENGAGED |           |                       |              |                       |
|   | TRADE                    | NON-TRADE | TRADE           | NON-TRADE |                       |              |                       |
| A. Servicing Export Enquiries           |                          |           |                 |           |                       |              |                       |
|   | from Canada              | 13.8      | 0.0             | 30.0      | 0.0                   | 9.06         | 3591 (Enquiries)      |
|   | from Territory           | 8.6       | 0.0             | 13.0      | 0.0                   | 4.46         | 2434 (Enquiries)      |
| B. Export Promotion Projects and Events |                          | 10.2      | 0.0             | 14.0      | 0.0                   | 4.99         | 73 (Projects/Events)  |
| C. Other Trade Development Activities   |                          | 10.8      | 0.0             | 11.0      | 0.0                   | 4.45         |                       |
| D. Promotional Projects                 |                          | 8.0       | 0.0             | 11.5      | 0.0                   | 4.01         | 97 (Fairs/Miss/Conf.) |
| E. Servicing Investment Development     |                          |           |                 |           |                       |              |                       |
|   | from Canada              | 4.2       | 0.0             | 0.2       | 0.0                   | 0.68         | 156 (Enquiries)       |
|   | from Territory           | 10.8      | 0.0             | 1.7       | 0.0                   | 2.51         | 439 (Enquiries)       |
| F. Service to Government                |                          |           |                 |           |                       |              |                       |
|   | External Affairs         | 6.1       | 0.0             | 1.7       | 0.0                   | 1.57         | 150 (Reports)         |
|   | OGDs, Provinces, ETC     | 5.4       | 0.0             | 2.3       | 0.0                   | 1.56         | 195 (Contacts)        |
| G. Administration                       |                          |           |                 |           |                       |              |                       |
|   | Program Management       | 12.4      | 0.0             | 5.7       | 0.0                   | 3.67         |                       |
|   | Leave, Professional Dev. | 6.5       | 0.0             | 8.6       | 0.0                   | 3.10         |                       |
| <hr/>                                   |                          |           |                 |           |                       |              |                       |
| Total TID Program                       |                          | 96.8      | 0.0             | 99.7      | 0.0                   | 40.26        |                       |
| H. Other Programs                       |                          | 3.5       | 0.0             | 0.2       | 0.0                   | 0.74         |                       |

Canadian Business Visitors: 1214  
Local Business Visitors: 3219

Trade Officers: 41

Non-Trade Officers: 0

Note: Percentage values may not add due to rounding adjustment; maximum adjustment is 1 percent

COMMENTS