

TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM
ACTIVITY REPORT
FOR 4TH QUARTER OF 1986 (864)

Summary for SUB-REGION: UNITED STATES EAST

Activity	AVERAGE TIME ALLOCATION				TOTAL TIME ALLOCATION	WORKLOAD (#)
	CANADA-BASED		LOCALLY-ENGAGED			
	TRADE	NON-TRADE	TRADE	NON-TRADE		
A. Servicing Export Enquiries						
	from Canada	18.7	0.0	32.6	0.0	10.73 (Enquires)
	from Territory	8.3	0.0	19.2	0.0	5.81 (Enquires)
B. Export Promotion Projects and Events		11.2	0.0	10.0	0.0	4.31 270 (Projects/Events)
C. Other Trade Development Activities		5.8	0.0	5.7	0.0	2.36
D. Promotional Projects		11.9	0.0	14.0	0.0	5.34 113 (Fairs/Miss/Conf.)
E. Servicing Investment Development						
	from Canada	1.3	0.0	1.2	0.0	0.52 159 (Enquiries)
	from Territory	7.6	0.0	2.1	0.0	1.92 276 (Enquiries)
F. Service to Government						
	External Affairs	6.8	0.0	2.2	0.0	1.78 220 (Reports)
	DGDs,Provinces,ETC	3.1	0.0	2.0	0.0	1.02 157 (Contacts)
G. Administration						
	Program Management	13.3	0.0	2.3	0.0	3.04
	Leave,Professional Dev.	6.2	0.0	7.1	0.0	2.73
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Total TID Program		94.2	0.0	98.4	0.0	39.56
H. Other Programs		5.7	0.0	1.6	0.0	1.44

Canadian Business Visitors: 1550
Local Business Visitors: 954

Trade Officers: 41

Non-Trade Officers: 0

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

COMMENTS